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the newswweekly for pharmacy

June 11, 1988

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IN THIS ISSUE

VOLUME 229 NO 5628

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Silverman elected president for second term at the Society...

1132

...the first 'Royal' president — the last at the PSGB

Seven new Fellows for RPSGB...

1132

...including three community pharmacists

Guild Council backs negotiating team

1133

Talks break down on flexible grading

ICI and MSD in 'joint' launch

1141

Lisinopril — Zestril and Carace the brands

The CFC debate in focus

1155

Ozone friendly products at a glance

OTC update

1161

Parasitic infection treatments reviewed

Macarthy withdraw Unichem bid...

1164

...and issue EEC court challenge

New Sunday trading moves

1166

Government to attempt law change?

C&D quarterly statistics

1170

Drug imports up 13 per cent

REGULARS

Topical reflections 1135

Letters 1136,1140

Prescription specialities 1140

Counterpoints 1143

Business news 1164

Coming events 1169

Business statistics 1170

Classified advertisements 1171

People 1174

Deaths 1174

COMMENT

On May 21 we ran a story "BOC considering direct oxygen supply" (p1008), and said this was in response to a two year old initiative under which the 130-strong Lloyds group had contracted out oxygen deliveries to Medigas, who supplied direct to the patient. The Pharmaceutical Services Negotiating Committee, who said BOC had informed it by letter of their position, is concerned that any expansion of such schemes would reduce the number of contractors supplying direct. Indeed BOC told *C&D*: "Our letter sought clarification on certain points prior to making moves towards a decision on whether to offer a similar service."

Since then we have heard nothing from either Medigas or BOC despite Xrayser weighing in with a call to Medigas to suspend their Lloyds service or forfeit his business, balanced by one to BOC to refrain from following the direct delivery route (May 28). That was until this week when we received a copy of an ambiguous letter being sent out by BOC to their pharmacist contractor customers. In it BOC deny they are considering a direct service that would bypass the pharmacist, but at the same time admit to awaiting a PSNC

response to their letter so that they can "...properly measure our existing service against the needs of pharmacists". This is hardly the clarification it claims to be. Nor does it contradict the original *C&D* story.

Then PSNC chief executive Alan Smith rightly castigated contractors prepared to hand over their direct involvement in oxygen supply when it was the only domiciliary role for which they were paid. He said it was "selling the profession down the river". Xrayser, too, took up this theme, underlining the opportunity at a time when new domiciliary roles were being canvassed for counselling and GP/pharmacist liaison afforded by personal oxygen delivery.

If we are charitable BOC could be said to be protecting their own and the pharmacists' interests by seeking to determine the contractual position. Certainly Medigas will not have endeared themselves to pharmacists with their subcontract arrangement. Pharmacists should heed Alan Smith's call and think long-term.

Direct supply will not increase profits nor will it mean better service for the patient. It will mean that pharmacists lose the one domiciliary role they have.

Silverman elected Society president again

Mr Bernard Silverman was elected Society president for a second term at this week's Council meeting. He claims the distinction of being the last president of the Pharmaceutical Society of Great Britain and the first president of the Royal Pharmaceutical Society of Great Britain — the last shall indeed be first, and the first last.

Mr Silverman told Council his second term would be "of action".

Mrs Marion Rawlings was re-elected vice-president of the Society. Proposing her re-election, former president David Sharpe said Mrs Rawlings was one of a diminishing breed of sole owner pharmacists.

She had had to make many sacrifices and had given much more to the profession than she had taken out.

In her second term Mr



RPSGB president Bernard Silverman



Vice-president Marion Rawlings

Rawlings said she would continue to press for the recognition of the profession: "No-one else will give us the chance to make our importance known so we have to

take the initiative."

Mr Colin Hitchings was re-elected treasurer of the RSPGB and Mr John Ferguson re-elected as its secretary.

Seven new Fellows for RPSGB

Three community pharmacists were included in the first seven Fellows of the Royal Pharmaceutical Society of Great Britain elected this week.

Michael Greenwood Carter: qualified in 1961. Mr Carter is also qualified in medicine, and is international medical director of ICI Pharmaceuticals.

Hamilton Williamson Dempsey: qualified in 1955. He is an industrial pharmacist and chairman of Advertising and Design Associates.

Oliver Duffelen: qualified in 1944. Mr Duffelen is a community pharmacist and active on Society and NHS committees.

Alan Stewart Faber: qualified in 1966. Mr Faber is a community pharmacist and a former chairman of the National Pharmaceutical Association.

Dennis William Higgins: qualified in 1954. As a community pharmacist Mr Higgins has been active on many NHS and Society Committees.

Christopher Marriott: qualified in 1967. He is Professor in Pharmacy at Brighton Polytechnic.

George Bryan Austin Veitch: qualified in 1960. Mr Veitch is pharmaceutical adviser at the Welsh Office and a former RPhO.

The Committee on Safety of Medicines, in "Current Problems", has asked doctors to report any suspected adverse reactions associated with fluvoxamine.

NHS review: Moore in Treasury duel

Mr John Moore, the Social Service Secretary is in conflict with his old colleagues at the Treasury over his proposals for making an expansion of health insurance schemes a central feature of the Government's proposals for reforming the NHS.

Mr Nigel Lawson, the Chancellor of the Exchequer, does not fully share the belief of his former lieutenant (Mr Moore served under him as Financial Secretary to the Treasury) that permitting tax relief on health insurance premiums would not undermine the steps taken in successive Budgets to limit such concessions as part of a progressive move to a "neutral" tax regime which would eventually lead to substantial reductions in income tax.

Mr Moore has sought to overcome these objections by suggesting that the tax reliefs should be confined to limited categories of medical insurance schemes covering the cost of treatment for non-urgent conditions where private medicine is able to relieve the pressure on the NHS.

Like the PM, who is presiding over the Cabinet committee considering the best means of revamping the NHS, Mr Moore accepts that the treatment of major illnesses is so costly that it

is likely to remain beyond the resources of most subscribers to health insurance schemes and must be dealt with by the NHS.

The PM is also receiving strong representations from Conservative backbenchers who fear the political dangers of the introduction of changes which are widely perceived to be designed to

establish a two tier NHS.

Mr Tony Newton, the Health Minister, told the Commons on Tuesday that in 1986 the average expenditure on healthcare (excluding expenditure on local authority personal social services) per person in the UK was £361 in relation public sector, and £23 in the private sector.

PSNI's BP test guidelines

Guidelines on blood pressure monitoring and blood testing are to be drawn up by the Pharmaceutical Society of Northern Ireland's Council.

At last month's Council meeting Dr Maguire asked that guidance should be prepared by Council for the information of members on the correct protocol for the monitoring of blood pressure and the testing of blood samples. It was agreed that a paper should be prepared for consideration by the Ethical and Law Committee.

The secretary drew attention to a decision taken by Council in 1974 not to approve registered names for pharmacies which included restricted titles. The meeting reaffirmed the decision and instructed the secretary to inform the members.

It was agreed that the amended Council document on the Nuffield Report should be circulated to all Council members before the meeting on June 30.

The secretary reported on the recent Statutory Committee inquiry into alleged misconduct by Mr B.M. Hyland. The inquiry was adjourned for six months.

Mrs Bernadette Hart (née Clarke) was restored to the Register on the motion of Miss M.J. Watson.

An application for registration as a student by Miss Emma McFarland, 62 Drumduff Road, Beragh, Omagh, co Tyrone was granted on the motion of Mr R.E. Holliday seconded by Mr J.H. Galbraith. The following applications for registration as preregistration tutors were granted: Henry T. McCavana,

Carrickfergus Chemists Ltd; P.C. Harte, 135 Upper Lisburn Road, Belfast, and R. Rosbotham, 86 Groomsport Road, Bangor.

The secretary noted receipt of the Pharmaceutical Society of Northern Ireland (General) Regulations (Northern Ireland) 1988 which come into effect on June 1 and increase the retention fees payable.

Those members who attended the recent dinner and election of officers of the Lurgan, Portadown and Armagh Branch of the Society reported that the officers for 1988-89 are: chairman, Cyril Partridge; vice-chairman, R.E. Cregan and secretary, R.H. Caughey.

The meeting discussed and approved the proposed guidelines to be circulated with the Society's Code of Ethics.

New report on diabetes in the UK from BDA

The British Diabetic Association has launched a report on diabetes in the UK to coincide with next week's "Defeat diabetes week".

Over a million people suffer from diabetes, a prevalence of 1.2 per cent, according to the report. The incidence increases with age to about 4 per cent in the over 65s, and diabetes affects more than 16 per cent of the Asian population.

In children and young people it is more common now than 20 years ago. The number of new cases in young people has also risen and there are now over 3,000 new patients under the age of 20 each year, the report says.

It recommends glucose tolerance testing on a selected population, as an estimated 0.5 per cent of the population, mainly older people, are undiagnosed.

There is also an estimate of the financial costs of diabetes.



Just getting in practice for the PSNC dinner in November

Non-diabetics occupy an acute hospital bed for one day per year on average, whereas for diabetics the average stay is 5.1 days. This gives an extra cost of £270m for diabetics. And extra out-patient visits are estimated to add a further £10m, with £50m for supplies and £30m for chronic treatments as in retinopathy.

There are eight recommendations included in the report which cover education programmes, regular checks on eyes, feet and blood pressure and the organisation of local health care teams. A call for more research into the causes of diabetes leading to prevention or cure in the early stages is made.

Guild Council backs team over flexible grade stance

The line taken by hospital pharmacist negotiators which led to the break-up of talks on a new flexible grading structure, has been endorsed by the full Guild Council.

Failure to agree on three matters led to the suspension of the talks between the two sides being conducted as a working party of the Pharmaceutical Whitley Council. Sticking points are appeals — current Whitley Council arrangements allow for appeals about grading, but the management side's proposed structure includes "banding", and Guild Council's view is that pharmacists with a grievance about their "banding" within a grade should also be allowed to appeal.

The Guild has also proposed a separate grade for pharmaceutical officers and the participation of pharmaceutical management in setting individual grades, but have had little encouragement so far on either issue.

At its June 2 meeting, Guild Council was told that the staff side team remains committed to agreement on a more flexible

grading structure "provided positive new proposals are forthcoming from the management side". No new meeting has been arranged.

The current pay claim, based on last year's submission and updated by 8 per cent had been lodged with the management side of Pharmaceutical Whitley Council. A response is awaited. Council is to seek information on funding issues arising out of the current implementation of a flexible grading structure for speech therapists. Concern was expressed that any difficulties encountered in relation to filling posts may have consequences for any similar agreement for hospital pharmacists.

Guild Council organisation, MSF is supporting the restructuring exercise and has agreed to provide the necessary administrative support to back the new Council structure approved in April for a period of two years.

Nuffield Chairman of the practice committee Arthur Williams reported progress on the action plan in response to the Nuffield Report. A Guild response to the

White Paper "Promoting Better Health" was agreed for submission to the Royal Pharmaceutical Society and the Department of Health.

Guild groups A survey is to be carried out to provide information on the constitution and activity of Guild groups. A questionnaire will be distributed through district members.

Postgraduate education Concern was expressed that Guild views on the Pharmaceutical Society's working party report on post graduate education and training had apparently been completely ignored by the Society's Council. This was considered a matter for discussion between officers of the two organisations and the professional secretary is to seek such a meeting.

Awards Comprehensive details of research awards and grants available to hospital pharmacists are to be distributed. Entries for this year's Guild awards will be accepted up to June 24. Guild president V'lain Fenton-May urged Council members to encourage pharmacists locally to apply for these awards.

Condoms no failsafe

Condoms do not guarantee safe sex and people have been lulled into a false sense of security about their reliability, warns a book published this week by the Consumers' Association.

"Understanding AIDS" argues that HIV will not pass through an intact condom but condoms can tear, slip or be used incorrectly. Fifteen per cent of women whose partners use this method as the only form of contraception become pregnant within one year, so it follows that women whose infected partners use condom to prevent HIV transmission may be at some risk.

It is likely that up to half contraceptive condoms fail, by damage or misuse, during anal intercourse, the book continues. Special condoms for anal intercourse reduce the risk of infection markedly but not completely.

The authors, Dr John Starkie and Rodney Dale, say the mass of information on AIDS has caused confusion even more of a problem is that those most at risk are becoming blasé. They aim to "dispel the unnecessary fears of some and instil more concern in others who have got so bored with the subject that they no longer care." The book, published jointly with Hodder and Stoughton, is available from bookshops or from Consumers' Association, PO Box 44, Hertford SG14 1SH (£6.95).

■ There were 1,541 cases of AIDS recorded in the UK up to the end of May of whom 868 have died, according to the latest Department of Health statistics.

NPA scores on training front

Some major successes for the National Pharmaceutical Association's training department dominated the May meeting of the Board.

Ailsa Benson, NPA training officer, said there had been a dramatic increase in uptake for the new series of assistant's selling courses. The course has been revised by assistant training officer Andrew Peat, who will be presenting it in Leicester, Shrewsbury, Newcastle and other provincial centres. A new course on basic merchandising is being developed and will be given for the first time in Newcastle.

The Board heard that there had been few withdrawals from the dispensing technician's correspondence course. Enrolments for 1987 had exceeded those for the previous year, and it was expected that there would be an increase in 1988. The Board was reminded that the Royal Pharmaceutical Society had broadly supported the Nuffield recommendations on delegation of professional responsibility, and it was appreciated that there would need to be a substantial increase in the number of trained dispensing technicians if pharmacists were to be released to fulfil their advisory role effectively.

Most pharmacists enrolling trainees on the course were being supportive in paying the fees and giving time off for study. But in a small minority of cases trainees had complained that they were expected to work in their own time and some had had to contribute towards their fees. The Board re-stated its policy that employers should bear the cost.

The staff training manual was sent free of charge to every member last year and there had been a significant increase in the numbers using it, as indicated by

requests for replacement "task sheets". The Board agreed that training counter assistants should also be a priority and agreed a budget which would allow the manual to be sold to all new members at the special price of £15 against the normal price of £47.

A full grant of £25,000 has been obtained from the Distributive Industries Training Trust towards the development of a business management distance learning package. The design of the first stage of the course is almost complete and it will be marketed to members towards the end of 1988. Without the grant, the project would have been beyond NPA's resources.

One Europe — 1992: The Board considered a report from the Retail Consortium on the progress towards a single European market. Its conclusions were that the present division of Europe into 12 national markets had resulted in monopolies, fewer jobs and higher prices. It estimated that by 1992 extra growth in the economies will represent 7 per cent, with the creation of 5 million jobs in addition to normal growth during this period. Points that could be relevant to pharmacy were that there would be better use of economies of scale (estimated growth as percentage of GNP — 2.4 per cent), of more intense competition (growth of 4.25-6.5 per cent) and a growth in consumer prices of up to 6 per cent.

Gordon Bullous (Newcastle-upon-Tyne) suggested that the UK Government might be required by EEC regulations to alter the exemption limits for prescription charges for both men and women so that both become eligible at the same age.

Keep Sunday Special campaign: A £4.5m

campaign for total deregulation of Sundays was launched earlier this year. A new Bill or a consultation paper can be expected in November. Last year's NPA contribution to the Campaign had been £2,000 and the Board decided that a similar sum should be given this year towards a campaign target of £1m.

Annual meeting: The AGM for the Chemists' Defence Association is to be held on June 28, NPA Services Ltd on July 26, and Pharmaceutical & General Provident Society on June 28.

Green cross signs: There is a temporary interruption in the supply of the RPSGB/NPA green cross external, projecting, illuminated sign. Discussions with the sign maker are continuing in an attempt to overcome problems in agreeing an acceptable standard procedure for connecting the signs to members' mains supplies, which were not always immediately accessible.

Literature: A revised edition of Marion Gardner's "How to be a Locum" booklet published by the NPA will be available shortly at £3.25, post free.

Among the other items discussed by the Committee were the seventh edition of Dr V. Daniels' "Guide to Prescribing", the Kings Fund Centre's guide to home care services, "Caring at Home", and possible methods of assisting in the distribution of the six-monthly literature reference lists prepared by the Welsh Committee for Postgraduate Pharmaceutical Education.

A challenge to animal tests

A challenge to the usefulness of animal experiments in medical research is at the heart of the new "Health with Humanity" campaign by the British Union for the Abolition of Vivisection, launched this week.

"Everyone wants to see advances in medical research, but animal experiments are a massive waste of resources," says BUAV scientific advisor Dr Robert Sharpe. "They are unable to combat our major health problems because they tell us about animals when we really need to know about people."

BUAV say that among the things they wish to highlight are the failure of animal tests to protect against the severe effects of many drugs, that 70 per cent of new drugs add little or nothing to those already available, and that animal tests often provide conflicting results — morphine excites cats, penicillin is highly poisonous to guinea pigs and aspirin causes birth defects in rats, mice, cats and dogs.

The group wishes to promote a future health policy based on prevention, alternative research, clinical studies, complementary and curative medicine.

The message will be spread by leaflets, posters, a magazine and video and meetings which will be arranged around a roving exhibition bus.

New fees for Scotland

The Pharmaceutical General Council in Scotland has announced new urgent prescription and rota fees, with effect from April 1.

The call-out fee goes up from £8.30 to £8.80 between closing time and 11pm on days other than Sundays and public holidays, and from £11 to £11.50 per call-out after 11pm and on all eligible hours on Sundays and public holidays.

Rota payments are revised to

£15.50 per hour on Sundays, public holidays and early closing days, and £6.50 per hour on remaining weekdays.

In addition, the grant payable for the employment of a pre-registration graduate goes up to £2,400 a year for any student who commences training in the year beginning June 1, 1988.

Discussions on revised rates for oxygen contractors continue.



Maidenhead pharmacist Roy Aliss (right), who has won first prize in a window display competition organised by Abbott Laboratories. Mr Aliss of Park Pharmacy, Maidenhead, was picked as the winner for his region after sending in a photograph of his window display of Abbott products Cystemme, Murine, Selsun and Ferrograd C. His prize was a miniature portable television and radio set that was presented to him by Abbott's representative for Berkshire and West London, Mike Reading (left)

Inquiries on Pax for smokers

The National Society of Non-Smokers says it has been receiving inquiries from chemists seeking a supply of Apal or Pax cigarettes, which may help smokers quit the habit.

The product can be obtained from the Society at Latimer House, 40 Hanson Street, London W1P 7DE at £3.20 including a booklet on smoking cessation. Although the cigarettes are not a "cure" and there is no evidence they are more effective than a placebo many people report they can help kick the habit, says the Society.

The cigarette provides a substitute and when "smoked" provides a cool fresh sensation instead of a mouthful of smoke. The taste comes from crystals inside the tube which will last for several weeks if kept dry between use.

FP10 (MDA) reminder

The Department of Health has issued clarifications over the use of the new FP10 (MDA) for dispensing Controlled Drugs in instalments.

The existing arrangement whereby the patient is introduced to the pharmacy by letter, with the script coming separately, is expected to continue. Also the existing Home Office rules for the prescribing of cocaine, diamorphine and dipipanone on such scripts continue to apply. The prescriber must be registered with the Home Office (SI 1973 no 799).

PL(PI)s

The following Product Licences (Parallel Importing) have been published in the *London Gazette*.

Discount Pharmaceuticals Ltd

PL 8223/0040	Salazopyrin Tabs	Salphasalazine 0.5g
PL 8223/0013	Serc Tabs	Betahistine hydrochloride 8mg

Munro Wholesale Medical Supplies Ltd

PL 3242/0119	Ventolin Inhaler	Salbutamol BP 2.0mg
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Whitworth Pharmaceuticals Ltd

PL 4423/0125	Beconase Nasal Spray	Beclomethasone dipropionate 12.5mg
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TOPICAL REFLECTIONS

by Xrayser

Stockings tops?

After a moan about the short length of the new class two stockings supplied by a leading maker, I have been interested to hear the same comment from a number of other fitters. It would also appear the new material, while infinitely more elegant than the old, is not so accommodating and is more critical in fit. I may be wrong, but from my limited experience so far, the small, medium, and large fittings offered by the same maker don't cover enough range either?

I would suggest if you supply stockings, you take particular care in measuring and look at the products of several makers before settling on any one brand. I would also suggest the Pharmaceutical Services Negotiating Committee tries to do something about the pathetic margin of profit allowed us for this highly personal service which, if we do it properly, requires time and consideration. A couple of phone calls chasing the right product swallows any return before it is even generated. I am beginning to wonder if it is even worth undertaking.

What ever next?

The National Pharmaceutical Association's Tim Astill is advocating pharmacists should be permitted to sell antibiotics over the counter. There was a time when I would have been very upset at the very thought of such responsibility, but then I was around when the words "wonder drug" really meant something. I can think of occasions when I would have dearly liked to have been able to supply a particular product. But I can number them on the fingers of one hand. For systemic use I could be out of my depth, since my training did not compass clinical diagnosis even though my experience has inevitably given some insight into illness.

It may sound like the ultimate heresy, but I think we and the community would

be on safer ground if pharmacists could prescribe three or four days supply of the minor hypnotics to help people over periods of stress which, in my opinion, can be better helped by a short period of relief or mild sedation, rather than a long-term fogging of responses which a 30 day supply (plus repeats) brings.

There was nothing wrong with Valium. It was the way it was used that brought the problems. And a couple of nights deep sleep, never mind the means used, can be of enormous relief to troubled

people. So long as everyone really understands it will not remove the cause of the distress, merely give a respite, enabling the patient to gain strength to face it better.

But for immediate release into our hands I want to see Chloromycetin drops and eye ointment, and my old, harped-on favourite Adcortyl in Orabase. Soon, please?

PI con!

I must be thick!...Do you realise contractors have had no official notification that the DHSS is to surcharge us the 0.34 per cent for parallel imports? I didn't either. It was my dispensing assistant who twigged. She got fed up by my moaning I suppose, and pointed out that every other time we had bad news we received an official form *in advance*. She reckons it is all a crafty bluff to stampede the good guys into buying without actually telling us to...

Nonsense

I sympathise with criticism of pharmacists who dispense 30 days treatment from 28-day packs, making a nonsense of the calendar on the packs. But I have given in, faced by the loss of a fair number of regular who thought I was being pernicious and possibly dishonest. My competitor always gave the full amount. Without a firm ruling we haven't a leg to stand on.

Ballot: call on Unichem to reconsider

You will by now have reported that the Unichem board has ruled that some of the people at the recent AGM who supported my call for a full ballot of members, have been ruled ineligible. The six signatories, including myself, are all owners of private limited companies. The Unichem rule number 55 says that a "company, may by resolution of its directors... appoint any person as deputy to act on its behalf". Perhaps not surprisingly, I, and many others who actually own all or virtually all of a company's shares, do not consider we need to be appointed as a "deputy" in order to legally "represent" our own business.

Despite the fact that I called for support for a ballot, and appeared to have received the necessary numbers, I am disgusted that the only way I have found out about Unichem's unilateral decision, was by contact from the pharmaceutical Press (*Chemist & Druggist* June 4, p1120). On phoning Ralph Hunt, the Unichem company secretary, today, he has confirmed that they do not intend to hold a ballot, but did not give a reply as to when it had been their intention to inform me of the fact. I questioned Mr Ralph Hunt further about the procedure at the AGM and would like Unichem to consider the implication of his replies and their interpretation.

Why, as managing director and owner of all but one of my company's shares, do I still require to be appointed by a

'How many were validly appointed to vote

resolution of my own board? If, as he says, I must be so appointed in order to vote, a number of questions follow:

1. How many of the other people attending, and voting at the Unichem AGM were also there on behalf of limited companies? Of these how many were validly appointed to do so?
2. How many of the people returning proxy forms did so validly as no one other than Unichem has seen them in order to corroborate the votes?
3. When asked why I was allowed access to the AGM Mr Ralph Hunt replied that I was allowed in "out of courtesy". The question which obviously followed to him was "if I was allowed in only out of

courtesy, why then was I given a voting card with which I was able to participate fully in the meeting?" The reply was: "That was unfortunate".

How any company can behave in so shabby a manner is beyond my belief.

Do Unichem have so little faith in their own proposals that despite the fact that they announced changes to the share promotion scheme at the AGM itself, they still expected to count the proxy votes collected for endorsement of the original scheme as valid for the revised one? Are they afraid that if their members were given a rational counter argument that the support for their proposal would reduce in favour of a scheme fairer to the loyal members.

I call upon Unichem to reconsider their decision against a ballot. The rule calling for the ballot states it can be demanded by "ten persons present at the meeting and entitled to vote". The key phrase here is "entitled to vote". After all, I argue that having been admitted to the meeting and being given a voting card could itself be seen as endorsing Unichem's belief that I, and probably enough of the others, were entitled so to do.

Philip Hunt
Managing director, Elliotts
Pharmacy Ltd

A 'stink' over the DDA

Tincture Asafoetida is known in Third World Africa as "Devil's Dung" from, no doubt, biblical casting out of devils associated with fits and epilepsy. I would hope that a suitable dose may correct the personal "axe to grind monopolists" in the Dispensing Doctor's Association. How can Dr David Roberts, obviously of Welsh extraction, be so wrong and be so committed to a personal vendetta of extinction against pharmacy as a profession? Is it ignorance, arrogance or a personal interest in a "bolt of goodie".

The question of freedom of choice and monopoly are very relevant politically these days. The ultimate monopoly of the dispensing doctor to diagnose, to prescribe, to dispense is not in the public interest. In the rural areas, where dispensing doctors practice, there is no choice of doctor's practice — for patients, it can be a partnership, single practice monopoly. If a patient has a disagreement with the practice, there is no alternative choice. In a

closed community to expect individuals to write in favour of a pharmacy opening and, thus, to annoy doctors who may not in future visit on request late at night, is asking for strength of character.

It is, however, very reasonable to expect that patients should have an alternative to doctor dispensing and freedom to have prescriptions dispensed in a pharmacy by a pharmacist — as long as that pharmacy gives a complete pharmaceutical service, including oxygen.

Regulations should be enacted to destroy the doctor's dispensing monopoly in any town or village where a pharmacy exists. The convenience of the patient's access to the doctors' practice is no more difficult than to the pharmacy in the same road.

R.N. Thomas
Holyhead

PI discounts 'imposing' — Devon LPC

Devon Local Pharmaceutical Committee has discussed the proposed discounting due to parallel imports and feel that publicity should be given to our opposition to this proposal: it is felt to be grossly unfair.

When parallel importation commenced, many contractors were opposed strongly to the idea and wrote to the Pharmaceutical Services Negotiating Committee or the Department of Health to inform them that they did not use imports and did not intend to use them in the future. We advised them to do this and gave a similar warning when wholesalers' discounts commenced and it was realised that the savings to the pharmacist would be clawed back. The argument then was that remuneration was based on the actual cost of the supplies, so why should that same principle not apply now when the majority of contractors do not use parallel imports but are being made to pay to cover those who do?

If a criminal is fined for breaking the law is the public liable to "club up" and pay his fine, or serve some of his sentence if imprisoned? Why then should this unfair principle apply to PIs. Most contractors could produce invoices going back years as proof that they have not used PIs so they feel strongly that the proposed discount should apply only to those who have benefitted

Continued on page 1140

BIG WIPE, BIG VALUE

■ NOW ROBINSONS HAVE
PUT THEIR 80 POPPETS
BABYWIPE IN A NEW
SPARKLING WHITE
PLASTIC TUB

■ POPPETS STILL HAVE
LANOLIN FOR DEEP DOWN
SOFTNESS. BUT NOW YOUR
CUSTOMERS CAN BUY
THESE VERSATILE, HIGH
PERFORMANCE WIPES IN
AN EXTRA CONVENIENT
PACKAGE FOR SEALED-IN
FRESHNESS.

AND THAT MEANS BIG
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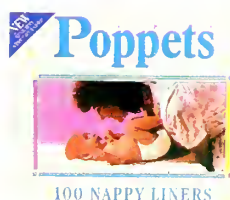


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Moisturised with Lanolin
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■ SO INTRODUCE YOUR
CUSTOMERS TO THE
IMPROVED POPPETS
RANGE. DISPLAY YOUR
POPPETS PLASTIC TUBS
NEXT TO THE RESEALABLE
BABYWIPE SACHETS AND
SOFT, STRONG NAPPY
LINERS. AND MAKE SURE
YOU HAVE SUFFICIENT
STOCKS TO MEET
DEMAND



ROBINSON & SONS LIMITED, HEALTHCARE, CHESTERFIELD, DERBYSHIRE, S40 1YF

Robinsons of Chesterfield 



World Class



Singing in the rain

Zestril

lisinopril

Once daily antihypertensive therapy which re



'Zestril' is a new, effective ACE inhibitor from ICI. It is given once daily, which encourages good patient compliance. The starting dose in hypertension is 2.5mg once daily, and the usual maintenance dose is 10-20mg once daily. 'Zestril' has been shown to be a well tolerated antihypertensive therapy, allowing patients to enjoy their zest for life.

'Zestril' is also an effective once daily treatment for congestive heart failure.



'Zestril' is available as 2.5, 5, 10 and 20mg tablets, presented in tubs of 60 tablets and in calendar packs containing 2 strips of 14 tablets.

Zestril Hotline

0800 200 111
FOR CUSTOMER SERVICES

0800 200 123
FOR MEDICAL INFORMATION

Prescribing notes may be found overleaf.

is that zest for life.





World Class

Zestril▼
lisinopril ICI

Prescribing Notes.

Use: Hypertension when standard therapy is ineffective or inappropriate. Congestive heart failure (adjunctive therapy). **Presentation:** Tablets containing 2.5mg, 5mg, 10mg or 20mg lisinopril ('Zestril'). **Dosage and administration:** Hypertension—initially 2.5mg daily. Maintenance usually 10-20mg once daily. Maximum is 40mg daily. Diuretic-treated patients—stop diuretic 2-3 days before starting 'Zestril'. Resume diuretic later if desired. **Congestive heart failure** (adjunctive therapy)—initially 2.5mg daily in hospital under close medical supervision, increasing to 5-20mg once daily according to response.

Impaired renal function—may require a lower maintenance dose. 'Zestril' is dialysable.

Elderly patients—no change from standard recommendations.

Contraindications: Pregnancy—stop therapy if suspected. Hypersensitivity to 'Zestril'. **Precautions:** Assessment of renal function is recommended.

Renal insufficiency; renovascular hypertension; surgery/anaesthesia.

Combination with antihypertensives may increase hypotensive effect. Sometimes increased blood urea and creatinine and/or cases of renal insufficiency if given with diuretics. Minimises thiazide-induced hypokalaemia and hyperuricaemia. Potassium supplements or potassium-sparing diuretics not recommended. Indomethacin may reduce hypotensive effect. Possible reduced response in black patients. Use with caution in breastfeeding mothers. Do not use in aortic stenosis or outflow tract obstruction or cor pulmonale. **Side effects:** Dizziness, headache, diarrhoea, fatigue, cough. Less frequently, nausea, rash, palpitation, chest pain and asthenia.

Rarely angioneurotic oedema and other hypersensitivity reactions; renal failure; symptomatic hypotension (especially if volume-depleted); severe hypotension (more likely if severe heart failure). **Product licence numbers and basic NHS costs:** 'Zestril' 2.5mg (29/0208) 28 tablets, £7.84. 5mg (29/0204) 28 tablets, £9.83. 10mg (29/0205) 28 tablets, £12.13. 20mg (29/0206) 28 tablets, £20.96. 'Zestril' is a trademark.

Hospital prices available on request.



Further information is available from:-
ICI Pharmaceuticals (UK) Southbank,
Alderley Park, Macclesfield, Cheshire SK10 4TF.

LETTERS

Continued from page 1136

by their use. This imposition should be very strongly opposed by our negotiators, otherwise it will only tend to increase the use of parallel imports by those who have not used them up to now. This would be a serious blow to the British drug manufacturers and the local wholesalers. If the position is not negotiable in Britain, there could be a case to put before the European Courts.

The Committee was also concerned that the underpayments due to contractors should only be half paid this year. If the debt is there it should be honoured and settled. The second half, if paid now, could do more good to contractors' cash flow than it will do for the Treasury's coffers.

L.W.J. Simpson
Secretary, Devon LPC

Supervision: open letter to Council

The success of the special motion at the Society's annual meeting was tantamount to a vote of no confidence in Council's leadership. While the views of Council and its critics do not appear to be so very far apart, the difference is an extremely important one. I believe it is vital for the future of our profession that we resolve our differences.

My criticism has been, and remains, not of what Council has said, but of what it has not said. I realise that Council has never stated that pharmacists may absent themselves from their premises while prescriptions are being dispensed, but, having carefully read every published document from the Nuffield Report through to the latest Council statement, I believe that this possibility is implied.

Nuffield, I believe, intended that this should be permissible, though the report carefully avoided specifying the duration of absence. In paragraph 16 of your consultative document, it is stated: "Under this arrangement, it should be permissible for the pharmacist to authorise the handing out of a dispensed medicine *in his absence*...there should be certain exemptions from the normal requirements for the supervision of dispensing, as one means of assisting in the development of professional services outside the pharmacy."

Government Ministers have

endorsed the White Paper statement on this matter: "...the suggestion that dispensing should be delegated has had a mixed reception within the profession. Yet it is crucial if pharmacists are to have time to undertake the wider role envisaged for them." If Council no longer agrees with these published statements, then

'Everybody skirts around the subject'

a clear rebuttal is surely needed. It has not been forthcoming. Quite the reverse — everybody skirts around the subject, particularly those members who sought re-election this month. Is it any wonder that cynics such as I are tempted to deduce that there is something devious afoot — that perhaps some deal is being struck with the Department of Health, behind our backs.

I hope the truth is less sinister. I suggest that the Council, comprising twenty-four members, each with their own separate vision of the future, attempted to produce a compromise communiqué, which, has satisfied nobody.

I have no doubt that, in view of the hostile attitude of the membership, so clearly demonstrated at the AGM, Council will be appraising the situation at the next meeting. I look forward to an unambiguous statement of Council's position, which I hope will be such that it carries the support of the membership. Then, this auspicious year will prove to be one of real progress, in which we see our role expand from its current firm base.

Alan Rogers
Ewell, Surrey

Getting a Soft Grip

We have been receiving a number of letters from customers who have been mistakenly told that Scholl Softgrip graduated compression hosiery in the old style is no longer available.

We would like to explain to pharmacists that Softgrip is still available on FP10 should existing wearers require it, and will continue to be made available as part of the Scholl range of compression hosiery.

Jane Long
Product group manager —
hosiery, Scholl

SCRIPT SPECIALS

Carace tablets

Manufacturers Thomas Morson Pharmaceuticals, division of Merck, Sharp and Dohme Ltd, Hertford Road, Hoddesdon, Hertfordshire. Tel: 0992 467272

Description Blue, oval tablets, marked "MSD 15" containing 2.5mg lisinopril. White, scored, oval tablets marked "Carace" and "5" containing lisinopril 5mg. Yellow, scored, oval tablets, marked "Carace" and "10" containing 10mg lisinopril. Orange, scored, oval tablets, marked "Carace" and "20", containing 20mg lisinopril

Uses All grades of essential and renovascular of hypertension and congestive heart failure as an adjunctive therapy with non potassium sparing diuretics

Dose Initially 2.5mg once daily with dose titration according to response. For hypertension the usual range is 10 to 20mg with a maximum of 40mg once daily. For congestive heart failure the maintenance dose is 5 to 20mg. Treatment for heart failure should be started in hospital.

Contraindications Pregnancy

Warnings, etc See Data Sheet.

As for other ACE inhibitors

Supply restrictions POM

Packs Calendar packs of 28 tablets: 5mg £10.14; 10mg £12.13 and 20mg £20.30. Bottles of 50 tablets: 2.5mg £15.30; 5mg £18.10; 10mg £21.66 and 20mg £36.25 (all prices trade)

Product licence numbers Carace 2.5mg 0025/0239, 5mg 0025/0233, 10mg 0025/0234 and 20mg 0025/0235.

Issued June 1988

BRIEFS

Inadine dressings are available in a 5 by 5cm size as carton of 25 dressings and 9.5 by 9.5cm size as cartons of 10, for Drug Tariff sale, say *Johnson & Johnson*. Tel: 0753 31234.

Ensure: There are two new flavours in the Ensure nutritional range, chocolate and nut. Both come in 8oz cans (case of 24 £26.46 trade) and are categorised as borderline substances. *Abbott Laboratories Ltd*. Tel: 0795 663371.

New ACE inhibitor from MSD and ICI

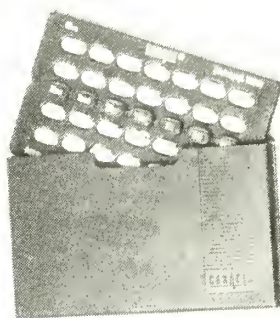
This week, Merck Sharp & Dohme launched Carace and ICI Pharmaceuticals introduced Zestril, both contain lisinopril, an angiotensin converting enzyme inhibitor.

Lisinopril was developed as a joint venture between the two companies. It is the lysine analogue of enalaprilat and is the third in a group of compounds discovered by MSD which inhibit ACE. The other two are enalapril (Inovace, MSD) and its active form enalaprilat.



Lisinopril is directly acting and is not metabolised at all, say MSD. It has a longer duration of action than captopril or enalapril and a once daily administration is sufficient for hypertension, when standard treatments are

ineffective or inappropriate, or as adjunctive therapy in congestive heart failure.



Both Zestril and Carace come in four strengths 2.5, 5, 10 and 20mg. Zestril comes in a calendar pack and larger dispensing pack. And MSD have developed a compliance pack for Carace which features a plastic outer case and a plastic grid with an adjustable starting-day strip. Days are marked on removable pegs so that treatment can be started on the first day of the pack. Carace is also available in dispensing bottles.

First toilet disposable stomabag from Simcare

A toilet-disposable stomabag for colostomists has been introduced by Simcare. Described as a major innovation the bag, called Symphony, is the result of some eight years research.

It is manufactured from a two layer plastic film making it water soluble on the outside but water resistant on the inside. This enables it to be flushed down a normal toilet, eliminating the messy disposal procedure. Symphony is simply removed, sealed, and both bag and contents are flushed away.

Simcare say that the major problems, both physical and mental, tend to occur after a patient has returned home and begins to adjust to managing his or

her stoma as a part of daily life. Symphony frees colostomists from the restrictions imposed by ordinary colostomy bags. Otherwise Symphony is a normal colostomy appliance, as well as being comfortable to wear. It is made from a light weight plastic film and Seel-a-peel skin protection material.

The company has had verbal confirmation that the bag is to be included in the July Drug Tariff. There are five sizes — 25, 32, 38, 44 and 51mm — packed in boxes of 30 (£53.18). Also available are semi-disposable bag covers (5, £3) the company says will prevent skin perspiration degrading the bags. *Eschman Bros & Walsh Ltd*. Tel: 0903 761122.

Zestril tablets

Manufacturer ICI Pharmaceuticals, Southbank, Alderley Park, Macclesfield, Cheshire SK10 4TF. Tel: 0625 582828

Description White, round, biconvex tablets containing 2.5mg lisinopril dihydrate. Pink, round, scored, biconvex tablets containing 5mg lisinopril dihydrate. Pink, round, biconvex tablets containing 10mg lisinopril dihydrate. Red, round, biconvex tablets containing 20mg lisinopril dihydrate. All tablets are stamped on one side with a heart shape and a number indicating the strength — the 10 and 20mg tablets are also stamped with the trademark — and the company logo on the other side

Uses Treatment of hypertension and congestive heart failure

Dose as for Carace. See Data Sheet

Contraindications, warnings, etc See Data Sheet. As for other ACE inhibitors

Supply restrictions POM

Packs Calendar packs of 28 tablets: 2.5mg £7.84; 5mg £9.83; 10mg £12.13; 20mg £20.96. Bottles of 60 tablets: 2.5mg £16.80; 5mg £21.06; 10mg £25.99 and 20mg £44.91 (all prices trade)

Product licence numbers Zestril 2.5mg 29/0208, 5mg 29/0204, 10mg 29/0205 and 20mg 29/0206

Issued June 1988

Duvadilan licences

The product licences for Duvadilan tablets 20mg (0512/5002R) and Duvadilan Retard capsules 40mg (0512/0030) lapse from June 30. No further supplies of these two products will be available after that date. Product licence 0512/5003R for Duvadilan injection remains in effect for the indication — the arrest of pre-term labour. *Duphar Laboratories*. Tel: 0703 472281.

This month, you* could buy 400 shares in UniChem for £400.

Next month, you could sell them back to UniChem for £400 and lose nothing.

Or you could be part of one of the most exciting Stock Market flotations in 1990.

*If you are a practising independent pharmacist



Join us Today

UniChem Action for Pharmacy

This advertisement has been issued by UniChem Limited ("the Society") in order to promote its scheme for the increase by Members of their shareholdings in the Society. It has been approved by Phillips & Drew Securities Limited which provides corporate finance services to the Society. If you are in any doubt about the implications of the Share Scheme you are recommended to obtain the advice of your investment advisers.

Under the Society's rules the shares may not currently be transferred or sold to any third party. The shares will only become transferable if the Society is converted into a Public Limited Company following an appropriate resolution of the Members in General Meeting.

COUNTERPOINTS

Sybaris — a Spanish fragrance for men

Sybaris, a male fragrance range from the House of Antonio Puig in Barcelona, is being introduced into the UK by Creative Fragrances.

The range consists of an aftershave (50ml £14, 100ml £19.50 and 200ml £28), aftershave spray (125ml £21.50), eau de toilette (50ml £15.75, 100ml £23.50, 200ml £34), eau de toilette spray (125ml £28), aftershave moisturiser (100ml £10.50), pre-beard softener (100ml £7.50), deodorant stick (75g £9), deodorant natural spray (75ml £13.75).

The range is packaged in heavy clear glass with discreet embossed lettering. The brand name is repeated in white lettering on a pale taupe background from the top to bottom of the outer carton. An advertising campaign is planned. *Creative Fragrances Ltd.* Tel: 01-391 4200.

Olympic aid by Healthlife

The Sports Aid Trust and Healthlife, with the backing of Fatima Whitbread, have launched a £50,000 target appeal to raise funds for Britain's sporting youth.

To raise money Healthlife have produced an Olympic wallchart so that children can follow and record the results of the Olympic Games in Seoul. Healthlife will promote the wallchart on their Healthkids product packs and in advertisements. All profits will be donated to the Sports Aid Trust. The cost of the wallchart (approx 2ft by 3ft 9in) is £1.50 plus 25p post and package direct from *Healthlife Ltd.* Tel: 0274 595021.

Repelling the mosquito menace

Buzz-Bands, a new protective aid against insect bites, have been introduced by Traveller International.

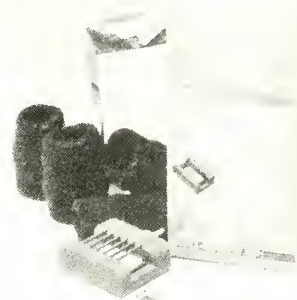
Each pack (£6.95) contains two ankle and two wrist bands impregnated with a mosquito repellent developed by the London School of Hygiene and Tropical Medicine.

Buzz-Bands retain their repellent effect for up to 120 hours of continuous or intermittent use — provided they are stored in their resealable bag when not in use. As mosquitoes bite mainly at dusk and in the early morning, this is more than adequate for the average two week holiday, says the company.

When Buzz-Bands are exhausted or need washing, activity can be restored by soaking in a reactivating fluid (50ml — sufficient for two applications — £2.45).

Traveller International have also launched several new extensions to their "Buzz-Off" mosquito killer appliance range which provides night time protection. The original Voyager 1 220/240v plug-in wall socket unit (£4.95) now comes with 30 tablets, each effective for up to ten hours; refill packs of 30 tablets are available (£2.45); and a worldwide voltage version Voyager 2 (£5.95) is introduced for use everywhere on 240v and 110v.

Four new models feature rewind extension cords to allow use in large rooms. The units measure 90mm in diameter, have 1.9m of cord, and all come with 30 tablets. Con-cord 1 (£5.45) with two-pin Europlug is for 220/240v



use; Con-cord 2 (£5.95) with a two-pin Europlug has automatic dual voltage; the 12/24v Rover model (£5.95) is ideal for camping and boating use. A Home 'n Garden 220/240v model (£5.45) has UK sleeved pins and is also ideal for the greenhouse to kill flies and aphids, say Traveller.

The company has produced a complete Nite 'n' Day mosquito protection pack containing a Buzz-Off 220/240v unit, 30 tablets and a set of Buzz-Bands for £9.95.

All the products carry the MASTA (Medical Advisory Service for Travellers Abroad) seal of approval which is given to lines which have proved effective in reducing ill health in travellers.

Additionally all products carry a promotional offer of a £10 holiday voucher redeemable at any travel agent against British Airways Sovereign and Enterprise holidays booked before December 31. *Traveller International Products.* Tel: 01-499 2774.

APS slimline radio special

Approved Prescription Services' Grapefruit Slimmer's Supplement is to be advertised on radio stations in London, the North East and Yorkshire in a 40-day campaign.

The 30-second commercial has a "slim for Summer" theme and will be featured on ten commercial stations beginning on Monday, June 20. *APS Ltd.* Tel: 06284 75204.

Contrapain competition

Pharmacists can win one of four prizes in a competition currently being run by Nicholas Laboratories to support its Contrapain analgesic range.

Two winning entrants may choose one of four different prizes — a compact disc player, a portable television, a microwave oven or a camera — and 50 runners-up will win a flight bag. Pharmacists have to answer questions on the Contrapain range, and on the ailments the individual remedies are designed to relieve. Entry forms are being distributed by the salesforce. *Nicholas Laboratories.* Tel: 0753 23971.

Three new Jumps

Fox are relaunching the Jump chewy cereal bar range.

Three new varieties — roasted peanut, tropical fruit, and chocolate and hazelnut — are being introduced alongside the current favourite, chocolate chip, which has been improved by



adding more chocolate chips. The size of bar is being increased from 17g to 21g. The product will be available in cartons containing six bars.

Fox's are supporting the relaunch with a consumer campaign including a children's zoo competition, national magazine sampling, a regional press promotion in September and an on-pack promotion running from September to December. *Fox's Biscuits.* Tel: 0924 444333.

Dana
perfumes

&

**PARFUMS
JEAN COUTURIER**

*An agency agreement
is announced with pleasure
by both companies
to cover the
United Kingdom and Eire
for the distribution
of products in the
Parfums Jean Couturier
range:*

**CORIANDRE
KÉORA**

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superb fragrances, contact*

*Brian Hepburn,
Dana Perfumes Ltd,
45 Crusoe Road, Mitcham, Surrey CR4 3LJ
Telephone: 01-646 0344*

COUNTERPOINTS

Crookes get cooking with Sweetex relaunch



Crookes Healthcare hope to attract new users to the relaunched Sweetex range by emphasising its use in cooking.

The relaunched, repackaged range is being headed up by the granulated product, now in a 70g jar, and a new presentation of the tablet variant — Sweetex with Natriblend (100, £0.99 rsp). Sweetex Plus is being discontinued as the brand name was found to be confusing for consumers.

Backing the relaunch a £1.5m burst of national television advertising is to run for six weeks from August 1 with a second £1m burst planned for January next

year. Advertisements are also planned for the women's Press running from August.

Below the line activity includes a 5g trial size of Sweetex granulated with Natriblend cover-mounted on September's edition of *Womans Own* magazine. The trial pack carries a 10p off next purchase coupon. An 80-page cookery book endorsed by the British Diabetic Association is offered on-pack for £2 plus two Sweetex granulated labels.

Shelf edgers are also to be available to allow a sweetener section to be identified in store, say *Crookes Healthcare Ltd*. Tel: 0602 507431.

Boots go for premium sector

Boots are introducing a premium range of skincare and colour cosmetics.

The "2000" range has been developed to meet individual requirements, say Boots. Special consultants will analyse skin types using an in-store computer. A feature of the range is the design of "customised" foundation. The consultant will have eight base shades which can be mixed to give 92 different variants, say Boots.

The computer calculates the proportions needed and the mixture is made up in store.

There are 16 products in the skincare range including cleansers and toners as well as treatments like massage and throat creams. Prices range from £5.95 to £9.95. In the colour cosmetics range there are 10 basic products (£4.25 to £7.95).

The "2000" range will be available from mid-September.

Numark Summer specials

Vosene original 100ml, Bristows hairspray 125ml, Silvikrin shampoo and conditioner 125ml are all being offered to the consumer at £0.49 during July by Numark, and there are Marks & Spencer vouchers from Kleenex and designer leather toiletries bags from Gillette Shaving Products for the retailer.

Extra fill Keylines include Mentadent P, Ribena, Soft & Gentle, Sunsilk hairspray and styling mousse, with Denim offering free talc or Wilkinson retractor razors. Other Keylines include Andrex family facial tissues, Band-Aid, Contour Plus razor and blades, Gil razor and blades, Flex shampoo

and conditioner, Kleenex paper, Kodacolor Gold, Peaudouce Babykni, Poly Foam aerosol perms and Soft & Pure cotton wool.

In the Family Carelines, extra stock is on offer on Rennie 24 and Plus, and Junior Paraclear are offering a free thermometer.

Other lines being offered are Aspro Clear, Paraclear, Anthical cream, Anthisan cream, Avomine tablets, Beecham Pills, Dinnefords gripe mixture, Fynnon Salts, Fynnon Calcium Aspirin, Ashton & Parsons powders, Sominex, Caladryl, Coltapaste, Elastocrepe, Ichthopaste and Viscopaste PB 7 bandages, Tricotex, Germaloids, Sealegs, Acriflex, Nylax, Mycota, PR Spray, N-A Dressing, Nurofen and Optrex. *Independent Chemists Marketing Ltd*. Tel: 0985 215555.

BRAND NEW PACKAGING, BRAND NEW DISPLAY AND A BRAND NEW OPPORTUNITY TO INCREASE PROFITS.



Eylure are the brand leaders* in nail care accessories, and to give you a helping hand to higher profits we're relaunching our entire range in exciting new packaging.

We've also developed a new merchandising system which allows you to display Eylure products to their best advantage.

Our stick-on nails and lashes, plus adhesives and nail care products are already well established as high quality, value for money products.

And you can make even higher profits with our generous sell-in deal.

We'll give you lots of point-of-sale and advertising support, so if you're only scratching the surface of this

profitable market it's time to take stock, with EYLURE!

Take a lead today and contact Gail Clark at Eylure Ltd., Cwmbran, Gwent. Tel: (0633) 838611. Telex 498424 and Fax (0633) 838925.

THE NAILCARE SPECIALISTS



A SUPER NEW PRODUCT TO SOUP UP YOUR SALES.

Now there's a new addition to the **Build-up** range – **Build-up** Fortified Soups. They are tasty, nourishing soups that are rich in protein and fortified with vitamins and minerals.

Each serving contains a quarter of the Recommended Daily Amount of key vitamins and minerals and provides more energy than most traditional soups. Plus they don't contain any artificial colours or preservatives and are gluten free.

So, **Build-up** Fortified Soups are ideal as a nutritious supplement for those convalescing; the elderly; pregnant women; nursing mothers and in fact for anyone who needs extra nourishment.

There are two delicious varieties – Chicken garnished with chives, and Mushroom with real mushroom pieces. And they're quick, convenient and easy to make by simply adding boiling water.

Build-up Fortified Soups are being launched in June 1988 with a nationwide advertising campaign in the national press together with high impact point of sale material.

As **Build-up** Soups are exclusive to the Chemist trade, make sure you stock up now.

From Nestlé Health Care – Using Our World-Wide Resources In The Pursuit Of Excellence.



Carnation
Build-up
FORTIFIED SOUP
ONLY AT CHEMISTS

Sensodyne back on TV

Stafford-Miller will soon be back on television screens with a new four-week burst for Sensodyne toothpaste starting towards the end of July.

Advertising for the brand, now three variants with the launch of Sensodyne F, is set to total £3m in 1988, say *Stafford-Miller Ltd.* Tel: 07072 611151.



The packaging for Lacto Calamine has been updated using a decorative motif for more cosmetic appeal. The bottles will feature alongside Solarcaine and Puritabs on a counter relief focusing on the theme of Summer relief. Lacto Calamine can be used as a hypo-allergenic medicated base underneath make-up, helps soothe skin irritations and relieves sunburn, say Kirby-Warrick Health Care. Tel: 0638 716321.

Incontinence PR from Nicholas

Nicholas Laboratories are mounting a PR campaign at the beginning of June in the West Midlands and Tyne Tees aiming "to break the conspiracy of silence and embarrassment surrounding the subject of incontinence".

Nicholas, manufacturers of Kanga and Kylie, say they will be placing advertisements in the local Press in a similar campaign to the one run in the Tyne-Tees area last year.

Part of the message is that although NHS cutbacks have meant a reduction in continence aids dispensed through medical practices, they were widely available to customers at pharmacies, say *Nicholas Laboratories Ltd.* Tel: 0753 23971.

British Tissues direct

British Tissues have announced that their sales force will now deal directly with pharmacists, to establish closer contact and offer servicing of the Dixcel range.

"The sales force will be calling on many outlets on a regular basis, giving an opportunity to purchase directly from British Tissues or through a local wholesaler. The retailer will now be able to order as little as one case at a time," stated David Driver, British Tissues general marketing manager.

Dixcel Kitten Soft is being supported by a £2m mixed media advertising and promotional

campaign in 1988. New television commercials featuring the kittens link the packaging and advertising.

The theme is carried through to a womens magazine campaign and the product is being supported by on-pack extra value promotions.

British Tissues have also introduced changes to Dixcel mansize facials in a move to offer the consumer a better looking pack, and have taken initiatives in the area of character merchandising by adding popular cartoon characters, such as Dixcel Sneezy, to their range. *British Tissues Ltd.* Tel: 01-864 5441.

Healthy eating by Dulcolax

Windsor Pharmaceuticals, the manufacturers of the laxatives Dulcolax and Laxoberol, have produced a new version of their free consumer video, "Healthy eating in later life". The first version, launched two years ago, has been used by health authorities, dietitians, the caring professions, and the armed forces, claim Windsor.

The new 20 minute video features consultant dietitian Carol Leverkus, and offers practical advice on diet, shopping and healthy eating. She is joined by television personality Glynn Christian, who demonstrates some of the principles of a healthy

diet as well as low-cost recipe ideas.

The video complements Windsor's free consumer booklet, "Healthy eating in later life". A copy is available on loan by sending a £5 voucher made out to Plymouth Medical Films, to cover the cost of postage and packing, to *Dulcolax Healthy Eating Video, Palace Vaults, 33 New Street, Barbican, Plymouth PL1 2NA.* It also can be purchased for £23.

The booklet can be obtained free of charge by sending a 7 by 9in stamped, self-addressed envelope to *Dulcolax Healthy Eating Offer, Bury House, 126 Cromwell Road, London SW7.*

ON TV NEXT WEEK

GTV Grampian
B Border
C Central
CTV Channel Islands
LWT London Weekend
C4 Channel 4

U Ulster
G Granada
A Anglia
TSW South West
TTV Thames Television
TV-am (breakfast television)

STV Scotland (central)
Y Yorkshire
HTV Wales & West
TVS South
TT Tyne Tees

Allereze, Allereze Plus:	TV-am
Askit Powders:	GTV,STV
Badedas:	TVam
Clairel Nice'n Easy:	STV,G,Y,C.TTV,TT,TV-am
Denim:	C,G,Y,STV,TVS,A,TSW
Epilady:	TVS,TTV
Finale hairspray:	GTV,U,STV,TT
Gillette Gel:	C,LWT,TTV,C4
Immac:	All areas except LWT
Insignia:	All areas
Just for Men:	GTV,U,STV,B,Y,C,A,HTV,TSW,TVS,LWT,C4
Natrel Plus:	All areas
Reach toothbrushes:	C,A,TVS,LWT,TV-am
Right Guard:	TVS,LWT
Stickers false nails:	All areas
Vapona:	TV-am



For men...

M&M International have launched an oil moisturiser lotion for men (8oz, £1.45) into their Sta-Sof-Fro range. It is designed to condition the hair and scalp and prevent breakage, say *M&M International.* Tel: 01-998 8872.

Compact feature

"The smallest and lightest compact with a powered zoom lens" is Pentax's claim for the Minizoom 60 which they plan to launch this Autumn.

The company hopes that the camera with its powered 38-60mm zoom lens will allow them to expand into the lower price sector of the zoom compact market.

Other features on the camera include macro setting with magnification of 1.8 and focussing from 1.8ft, autofocussing, built in flash and DX film speed setting. *Pentax (UK) Ltd.* Tel: 01-864 4422.

New look Autolet

A new version of Owen Mumford's Autolet — the Autolet P — is now available.

Priced the same as the original version, the suppliers say Autolet P has a "softer action for greater personal comfort and quieter operation for less trauma." It is also a lighter colour.

The new device comes in a wallet with 10 Unilet blood lancets and ten standard Autolet platforms. *Owen Mumford Ltd, medical division.* Tel: 0993 812862.

Dana Perfumes and Parfums Jean Couturier have reached an agency agreement whereby the former will distribute the Coriandre, Keora and 12 ranges in the UK and Eire. *Dana Perfumes Ltd.* Tel: 01-646 0344.



THIS YEAR WE'LL BE INCREASINGLY INVOLVED IN COMMUNITY NURSING

This year Seton Healthcare are putting an increasing amount of support behind the products which, you will be encouraged to know, District Nurses find essential to their work.

Products such as the Sterets range of solutions, wipes and swabs, Medicated Paste bandages and Lestreflex for the treatment of leg ulcers, and Tubigrip.

We are promoting them to District Nurses in an informative campaign of advertisements in the Nursing press, with mailing leaflets to nurses themselves, so you should be prepared with adequate stocks of these products from the Seton Healthcare range.

Trade Marks. Sterets, Lestreflex, Tubigrip.

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Healthcare Group**

Tubiton House, Oldham OL1 3HS, England. Tel: 061-652 2222.
Telex: 669956 (SETON G.) Fax: 061 626 9090.

HELPING YOU TO CARE FOR THE COMMUNITY

Screaming fluorescents from Lee

Christy are making their second seasonal shade statement in 1988 for the Lee press-on nails range, with the introduction of two fluorescents for the Summer — screaming pink and screaming orange.

The press-on nails (£3.95) are being introduced to capitalise on this Summer's craze for colourful swimwear and bright zinc sun creams, says the company. Available in handy packs, they are



ideal for handbags or holiday travel bags, say Thomas Christy Ltd. Tel: 0252 29911.

Braun shave and blow

Braun are launching two ranges of ladies' shavers and hairdryers. The Lady Braun Style shaver for the legs, arms and bikini line has a rounded head and a slim body for the difficult areas, such as the underarms. The company says the shaver gives a quick and gentle shave, aided by the large foil area and twin laser rounded trimmers.

Braun have introduced three models — battery, dual voltage mains and rechargeable, retailing at £12.95, £19.95 and £24.95.

The Silencio range of hairdryers has six new models. Four models ranging in power from 1,000W to 1,250W offer similar facilities and are priced at £9.95 to £12.95. The "Professional 1500" features a six heat/speed and a cool setting and is priced at £17.95. Braun also offer the Travel Combi, a dual voltage dryer with a travel iron attachment retailing at £17.95. Braun Electric (UK) Ltd. Tel: 09327 85611.



Mates make three cases for condoms

Mates are running a Summer promotion for their condoms.

Consumers are offered two return tickets to New York, flying Virgin Atlantic, in a simple competition which entails saying, in no more than 15 words, why "A holiday in New York with a best mater is a must". Closing date for entry is September 1. The promotion is supported with point-of-sale material.

To encourage use of condoms by younger customers, additional

promotional lines have recently been introduced. These include assorted t-shirts (rsp £4.99) and metal Mates tins (£1) which each hold three condoms. The tins come in display packs of 72.

Mates Natural and Tough varieties are now available in 18s. The new Tough Stud (£0.85) launched this month is available in packs of three only. All profits from Mates will be donated to charity. Mates Healthcare Ltd. Tel: 0256 840011.

Vapona battles on the screen

Ashe Consumer Products are supporting their domestic insecticide range, Vapona, with a 13 week Summer television advertising campaign breaking this month, to coincide with the peak insecticide season.

The campaign, running on TV-am until mid-August, uses two separate 10-second commercials — one promoting Vapona's ant products and one the fly range.

Themed "Victory in the battle of the bugs" the advertisements use battle scene animation to communicate the effectiveness of the products.

The range of seven products was recently relaunched in colour-coded packaging with the ant and crawling insect spray in a non-aerosol trigger spray container. Ashe Consumer Products Ltd. Tel: 0372 376151.

Ozone friendly

A new ecologically safe deodorant spray has been introduced by Victor Men's Toiletries.

The handy plastic bottle (100ml) is activated by a non-aerosol, pump action spray, containing the Italian Acqua di

Selva fragrance. There is an introductory consumer price of £1.95 and a trade offer of 26 charged as 24 in a display outer. The regular retail price will be £2.40. Victor Men's Toiletries Ltd. Tel: 01-965 1520.

Aloe to Immac Bikini Line



Following the launch of Immac Bikini Line, a new Aloe Vera variant has been introduced. The

two stage kit (£3.73) with depilatory cream and finishing cream gently dissolves hair at the roots, regrowth takes longer and coarse stubble is eliminated, claims Whitehall. The second stage finishing cream with aloe vera contains natural moisturisers and helps prevent chafing and irritation.

The product will be promoted as part of Whitehall Laboratories' £1 million Summer promotional spend on the Immac range. Advertisements will be appearing in *Cosmopolitan*, *Options*, *She*, *Annabel*, *Good Housekeeping*, *Elle*, *Company*, 19, *Just Seventeen*, *Mizz*, *New Woman*, *More*, and *Look Now*. A new television commercial goes on air this month. *Whitehall Laboratories*. Tel: 01-636 8080.

Merocets 'Summer throat'

Merrell Dow are mounting a Summer merchandising campaign for Merocets antibacterial lozenges designed to show consumers that they are ideal for the relief of "Summer throat".

A mailer to pharmacists nationwide will be backed by point-of-sale material, including header cards for Perspex Merocets display towers. The

theme of the campaign is "Take Merocets to help your Summer throat". Other POS include large holiday luggage tags for Merocets displays. Pharmacists will have the chance to enter a display competition to win one of 180 cameras, including Minolta's AF-E11. *Merrell Dow Pharmaceuticals Ltd*. Tel: 0784 61600.



Bronnley perk up Country Herb soaps

Bronnley have repackaged and completely remoulded their range of Country Herb soaps, and three new fragrances have been added.

The soap tablets are now rounder, have a smooth texture and are hand finished. The three new scents are: bay (green), calendula (soft tan), and lemon thyme (cream). Bronnley have retained the three most popular soaps — witch hazel (white), rosemary (light green) and camomile (buff brown). New softer pastels have been used.

The new packaging depicts the English countryside with different

scenes on each box, and an illustration of the relevant herb. The soaps come in two sizes, a 150g bath size and a 50g visitor's size. The 50g soaps are displayed in a clear box (rrp £4.95).

The bath soaps (rrp £1.95) are packed singly in standard packs containing six of each fragrance. They are also available in a new presentation pack. A handcrafted natural-wood box lined with hessian contains one of each of the six fragrances (rrp £13.95).

Products will be available from July onwards. *H. Bronnley & Co Ltd*. Tel: 01-629 8711.

PreVent

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Cutex gets passionate

Cutex are introducing the "Pink Passion" Summer collection of



three matching eyeshadow trios, lipsticks and nail polishes.

The eyeshadow trio combining

gold dust, rose and pink tones retails at £2.75. Three lipsticks and matching nail polishes in tender, fire, and passionate (pale, medium and vivid pink) retail at £1.80 and £1.60 respectively.

The collection will be supported by showcards and a display unit and an advertorial in *Womans World* in July. Pre-packs will be available from July containing six of each shade of lipstick and nail polish and three eyeshadow trios. *Chesebrough-Ponds Ltd*. Tel: 0372 66891.

Tape it

A range of two, three and four hour video cassette tapes by Goldstar is being launched with a national television campaign running until the middle of July backed by a consumer promotion. *Goldstar UK Sales Ltd*. Tel: 0753 691888.

*Last year Britain
swallowed 11.7 million
gallons of cream,*

*90,000 tons
of snails,*

*109.4 million
gallons of gravy*

*and more Rennie than
any other indigestion remedy.*

To be precise, over 180 million more Rennie tablets. And we're not only bigger than any other indigestion remedy, we're also spending more. There's £2m behind Rennie and Rennie*



Plus including a TV campaign starting in June. (The kind of support the competition might find particularly hard to swallow). So while the British keep eating, you'd better keep ordering.

No. 1 in indigestion relief.

*INDEPENDENT RETAIL AUDIT



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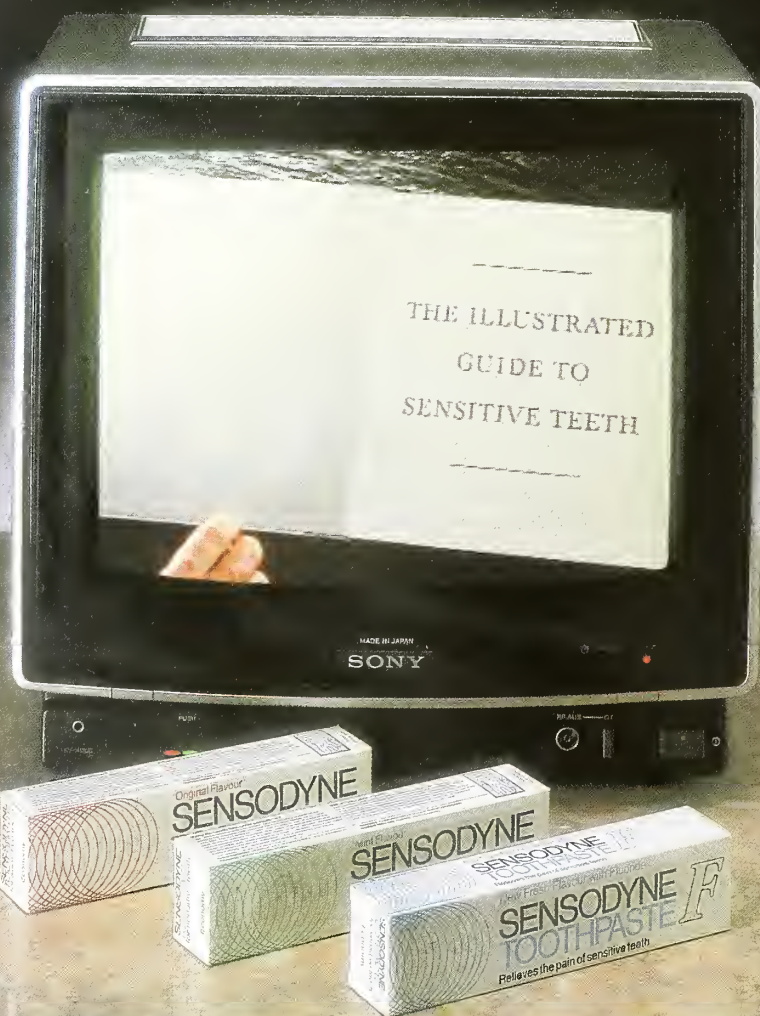
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Ozone care — the 1988 aerosol boom market



When Thomas Midgley introduced chlorofluorocarbons in 1940 as a coolant for refrigerators which would be safer than ammonia, he received a great reception. If he looked faintly ridiculous inhaling gases and blowing out candles in a room full of scientists, he was at least proving that CFCs were not toxic or combustible.

And they had other advantages; they were cheap and easy to make in gas or liquid. They can be used in fridges, air conditioning and personal care products. The propellant gas is part of the formulation acting as a solvent for other components. It is popular in alcohol-based products because manufacturers believe it counters the flammability of the alcohol. Alcohol-based aerosols give a drier spray and are therefore popular in personal care products.

Only about half the aerosols on the UK market today use CFC 11 and 12 (the chlorofluorocarbon chemicals considered damaging to the ozone layer). The majority of other aerosols use hydrocarbons and a small number (1-2 per cent) use dimethylether (DME). A large proportion of aerosols that use CFCs also incorporate other propellants which are not connected with ozone depletion.

Since 1980, members of the British Aerosol Manufacturers Association (BAMA) have cut use of these CFC materials by 30 per cent and recently eight major manufacturers, who control the majority of the aerosol toiletries sector, announced that by the end of 1989 they will have discontinued the use of these propellants altogether. Others have since joined in their decision.

To change propellant is no simple matter and may require a major reformulation of the company's production line and equipment. In 1978 the Environmental Protection Agency banned CFCs in aerosols in America. The US market tumbled by nearly 50 per cent. Some manufacturers cite this as an argument against changing propellants in this country. Businesses could be hard-hit by such a turn of events.

But that is nonsense, according to Simon Gould, marketing director of Alberto Culver: "Things were very different in America ten years ago. This isn't an overnight decision, it gives people plenty of time to adapt their systems for change. Also, we have the benefit of ten years of research into the alternatives, and we have had time to make the public sufficiently aware of the situation. Our own sales have doubled in the last two months since we started labelling our products ozone-friendly".

There is also a view that the ban on CFCs in America was a catalyst rather than a cause of the collapse in the market there.

But it is clear that for some companies the changeover will be harder than for others: Schwarzkopf highlight some of the difficulties they have. Keith Perret says his company could not produce hydrocarbon propellants at their Aylesbury site because of its location: it stands next to the station and close to the town centre. They would not be allowed to bring the tankers through the housing development and would not have sufficient room to store them in their yard. Moving could result in job losses.

Revlon have encountered similar troubles. They have had to implement a capital investment programme. Carter Wallace talked of making "extensive alterations to the production line" because valves have to be changed and extra precautions taken against flammability. However, the Friends of the Earth argue that, although initially firms may have to spend a lot on manufacturing systems, they should save money in the long run because hydrocarbons are cheaper to produce than CFCs. And alternatives do not necessarily give poorer product performance: Jerome Russell believe that the hydrocarbons used in their glitter spray is an improvement on their old formula. "Quite honestly, it's done me a favour," says chairman, Alan Marcus.

But is it fair to those firms who are experiencing genuine difficulties changing propellants at this stage, for competitors to label cans "ozone-friendly"? Until recently The British Aerosol Manufacturers Association has resisted the call for all CFC products to be labelled for this reason. However, the alternative, says Simon Gould of Alberto Culver, is to leave people unaware that only some aerosols are considered a threat to the ozone layer. People may opt for the safe option of not buying any aerosols at all.

Many manufacturers are keen to point out that, because of the difference in weight, the cans may be considered inferior by consumers. They hold that it is only fair that the consumer be able to make an informed choice. BAMA recommends the wording, "Contains no propellant alleged to damage ozone". Alberto Culver have their own label saying, "This product is CFC free and will not harm the atmosphere". Jerome Russell are still deciding on their wording but they may use "A special lighter formula — ozone friendly". Their slogan "A can with a conscience" will be used in their advertising campaign later this year.

Friends of the Earth are supplying Osmond Aerosol stickers for CFC free products. Mick O'Connell agrees that labelling puts pressure on companies to change, but says: "We're not doing this to hurt those companies — but if it does put pressure on them, that's good. We know they could change more quickly if they put their minds to it."

But what do people change to, and can they be as effective? Hydrocarbons, generally a combination of butane and propane, are cheaper to produce and, in many cases, equally effective. But they are flammable. However, Simon Gould of Alberto Culver rejects this as an argument. "We've never had any complaints from our customers about accidents or injuries caused by these aerosols. Everyone knows that any aerosol is dangerous if it's treated in the wrong way. Most CFC propellants contain a flammable propellant as well."

ICI believe it will be at least five or six years before a totally satisfactory alternative is found and tested. Many hopes were dashed over the CFC22 tests which found them to be toxic. All that can be said for certain is that fears concerning the ozone layer have now become a public issue and the labelling of "ozone-friendly" products allows the consumer to make a choice. Whether he or she decides to buy the product again may depend largely on its performance, but at least the choice is there.

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3221 Emberhart Ltd., Chingford
3370 Harbour & Goldie, Essex
2596 Portslade Health Centre Pharmacy E. Sussex

Don't miss next month's draw. Once again, there'll be 10 sweater winners in the 10 different sales areas, along with a lucky £100 winner, so you're in with a great chance. Winning numbers will appear in the July 16th issue of this magazine.

If you'd like to know more about the benefits of becoming a Carnation Footcare Centre, contact us now.

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Brut 33 body spray
Brut 33 deodorant
Brut 33 antiperspirant
Brut 33 musk deodorant
Brut 33 musk antiperspirant
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For more information about 'Kodak' batteries and promotions, contact Debbie Inglis, Ultra Technologies, A Division of Kodak Ltd., PO Box 66, Station Road, Hemel Hempstead, Herts HP1 1JU. Tel 0442 61122.

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Hair Preparations

Conditioners

Alberto Culver	TCB oil sheen and conditioner
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Women's Hairsprays

Alberto Culver	VO5 normal, extra hold, super hold, ultra hold fixing spray
Alberto Culver	Tresemme
Alberto Culver	Tresemme pH natural
Alberto Culver	Salon hairspray
Bellair	Bellair hairspray
Bellair	Estolan
British Products	Charm
Elida Gibbs	Shine spray on conditioner
Faberge	Organics hairspray
Haventrail	Acquiesce hairspray
Keen	Keen firm hold
Napa	It hairspray
Nichol	Hair spray
Statestrong	Minuet (normal and firm hold)
Statestrong	Professional Touch (normal and extra hold)
Statestrong	Shelley (normal and firm hold)

Men's hairsprays and treatments

Faberge	Brut 33 hairspray
Statestrong	Shelley hairspray

Setting products

Alberto Culver	VO5 extra hold styling mousse
Alberto Culver	VO5 ultra hold styling mousse
Alberto Culver	Salon mousse
Alberto Culver	VO5 mega hold gel spray
Amway	Satinique mousse
Beecham	Brylcream mousse
Bellair	Estolan mousse
British Products	Charm mousse
Napa	Continental styling mousse
Napa	It styling mousse
Statestrong	Shelley (for men)
Statestrong	Shelley (for women)
Statestrong	Minuet
Statestrong	Professional Touch

This list is based on the Friends of the Earth compilation, reinforced with C&D research.



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AGFA 

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Parasitic infestation of the skin and gut is commonly encountered in community pharmacy. This article by Dr Richard Taylor MPS, senior clinical research scientist, The Wellcome Research Laboratories, and honorary visiting lecturer, University of Aston in Birmingham, describes the more usual presentations, the nature and symptoms associated with parasitic infestation, and looks at treatment and counselling.

In the UK the most common parasites affecting man and seen by pharmacists are scabies mite, lice, ticks, fleas and bed-bugs and intestinal parasites such as threadworm (Table 1).

Scabies is a skin condition caused by the mite *Sarcoptes scabiei* which burrows into the skin and is acquired through close contact with an infected individual. Scabies is contagious. The female mite deposits eggs in the burrow which also contains mite faeces. The main symptom of scabies is itching, especially at night, which is believed to be an allergic reaction to the faeces, and this develops about a month following initial burrowing. Burrows are commonly located on the sides of fingers, on wrists, the instep and in elbow folds. In babies palms and soles of the feet are affected. In addition to burrows, small red spots (papules) are to be found in the folds of the armpit, the inner thigh and around the umbilicus, and in males these often appear on the penis and scrotum. Diagnosis is confirmed by mite and eggs in scrapings of the burrow as viewed by light microscopy.

Lice (pediculosis) occur as head, body and pubic lice.

Head lice are most common in children where head to head contact is the principal mode of transmission. The association with uncleanliness or length of hair is unfounded. Adult lice reside on the scalp, usually unseen, where they feed on blood obtained by piercing the scalp with their mouthparts. The female lays eggs which become glued to the hair close to the scalp. These hatch in 5-10 days leaving empty shells (nits) which appear as white specks. The presence of the nits together with irritation in a child point to head lice.

Body lice despite their name actually reside on clothing particularly in the folds of undergarments from where they emerge to feed on the body. Since they thrive on persons whose clothing is worn continuously they occur mainly in individuals who may have poor personal hygiene. Bites from the lice cause tiny red macules frequently on the trunk though the body may be covered. Examination

of clothing seams will confirm the condition.

Pubic lice affect not only the pubic region but other hairy body sites including the armpit and even eyelashes. The term "crabs" arises due to the similarity in appearance and another, "papillon d'amour", illustrates the prevalence in young sexually active adults. Itching occurs and there may be nits.

Ticks, fleas and bed-bugs are parasites which visit man for a blood meal and then drop off. Fleas and ticks originate on pets and bed-bugs live in bed-linen, furniture or in walls and floors from where they emerge at night. All cause itching as a result of the bite. Fleas attack covered body parts producing an erythematous rash (papular urticaria) in a particular area, commonly on the legs and ankles, forearms and hands; the course of bites can be charted by tracing blood vessels. Eggs of fleas are found wherever a pet host roams. A "pepper and salt" appearance to an animals' bedding material is indicative of faeces and eggshells. Sprinkling flea powder or attaching a flea collar to pets keeps the host free from parasites but fails to address the source (household items). Thorough vacuum cleaning with attention to crevices is important.

Worms are a serious problem in tropical regions and in areas of poor sanitation with inadequate preventative programmes. Threadworm (pinworm, enterobiasis) and roundworm (ascariasis) are encountered increasingly in Great Britain and other temperate climes where infestation is not limited to rural communities or poor areas. Threadworms are mostly annoying rather than problematical. Intestinal obstruction by roundworms, though, can cause bowel perforation and even peritonitis.

Threadworm is prevalent among schoolchildren. The worms are small round and white and about half an inch in length and are seen, often mobile, in stools. Females deposit eggs around the anus which produces intense irritation, normally at night, corresponding to the time of egg-laying; scratching contaminates fingers with eggs

OTC UPDATE Parasites

which may then be transferred inadvertently back into the mouth on fingers or on food exposed to soiled hands. Diarrhoea may occur or a feeling of malaise and even weight loss. Irritability is sometimes seen. Roundworms are much larger, several inches in length. Eggs released from a female resident in the small intestine are expelled in the faeces to remain dormant in soil until larvae released by hatching of eggs are ingested and released into the small intestine. Respiratory and gut symptoms emerge according to the progression but colic, occasionally with diarrhoea, and fever in children are normally seen.

Treatment

Treatment of parasitic infestation differs according to the parasite and its method of attack (Table 2). Medication is usually required though body lice can be dealt with by a good bath and thorough washing of underclothes. Nits from head lice can be removed by physical means; combing the hair with a "tooth comb" is the best method followed by use of a pediculicide. Tweezers or solvents such as nail varnish remover may be

Table 1: Diagnosis tips

Scabies	<ul style="list-style-type: none"> — Itchy papules, burrows in skin folds — Itching worse at night — Head and neck not normally involved — Identification of mite and eggs under microscope
Head lice	<ul style="list-style-type: none"> — Children commonly affected — Persistent itching of scalp — Nits present and firmly attached to hair (dandruff is loose)
Body lice	<ul style="list-style-type: none"> — In unhygienic persons — Lice present in underclothes
Crab lice	<ul style="list-style-type: none"> — Sexually active individuals — Pubic, axillary areas itch
Threadworm	<ul style="list-style-type: none"> — Suspect in young children — "Cotton threads" in child's faeces — Perianal itching at night — Child may be irritable

used to remove ticks attached to skin.

Whatever the nature of treatment this is usually successful when coupled with toiletry precautions for hygiene or to break the cycle of auto-infection.

Administration procedures

Scabies: *Treat all family and intimate contacts.*

1 Apply medication at night following a bath to whole of body except head and neck (using a 1-2" paintbrush if a lotion).

2 Repeat the following day without bathing.

3 Wash the medication off 24 hours later.

Head Lice: *Treat all family.*

1 Apply lotion to dry hair and rub in.

2 Allow hair to dry naturally, comb and wash hair removing medication 12 hours (carbaryl) or 24 hours (lindane) later.

3 If using a shampoo, shampoo and leave on hair for five minutes then rinse, allow the hair to dry, comb it then repeat twice at intervals of three days (carbaryl) or once after seven days (lindane, malathion).

Crab Lice

1 Apply malathion to axillae and to trunk and limbs if hairy.

2 Wash off after 12 hours and repeat after seven days.

Threadworms

1 dose of piperazine tablets or liquid daily for seven days or two doses, separated by 14 days, of granules in a small glass of milk or water.

Invasive parasites such as the scabies mite require a tough approach and this is reflected

in the method of application of medicaments. Those dwelling superficially on or near the skin surface (lice) require less drastic measures which may afford protection for a time (eg malathion). Episodic biters feeding periodically from afar like ticks, fleas and bed-bugs, may only require palliative measures to relieve itching from "bite and retreat attacks", or just soap and water to remove the creatures from clothing.

The broad spectrum of activity means scabies and lice preparations can often be used interchangeably. Choice may be down to acceptability, preference and suitability of a particular dose form (eg lotions are preferable to shampoos except for dry, eczematous skins and for head infestation).

In scabies it is possible to use one application of benzyl benzoate or crotamiton, though two applications will ensure all mites and eggs are killed and three are used by some dermatologists; one application of lindane is normally sufficient. With head lice a single exposure to a lotion kills lice and eggs; some eggs may remain viable with shampoos so two or three applications at intervals of three days are indicated depending on the drug.

Many preparations are available both as lotion and shampoo, and it is believed that the development of resistance can be discouraged by using lotions rather than shampoos.

Threadworms succumb readily to treatment with piperazine. This is available in dual dose sachets containing granules with sennosides to presumably encourage enhanced expulsion (the benefit is not fully proven, though it is possible that granules

enhance effectiveness), and as liquid (syrup or elixir) or tablets for short-term continuous treatment for a week. The second dose of the sachet (remember reduced quantity for children) is advised to clear the condition.

Preparations for all these infestations are almost all Pharmacy only. The lack of confidentiality in many pharmacies, often unavoidably it has to be said, coupled with the taboo nature of these conditions involving widespread misunderstandings and association of trade names with use in worms, lice or scabies can discourage patients' approaches. The delay increases the chance of spread of infection, with greater anxiety and discomfort to the sufferer. The intense itching and sleep disturbance with scabies is bound to provoke action eventually as will that from horrified mother discovering "cotton thread-like" worms in a child's faeces.

Dealing with problems

Itching is obviously a problem no-one likes to endure. Anti-pruritis remedies (eg oral anti-histamines or soothing applications) are of temporary and limited help. In scabies secondary infection may result in impetigo and intertrigo (a scaly, troublesome, infected rash affecting the groin).

Problems with medications should not be a cause for undue concern when they are used correctly. Stinging with benzyl benzoate is often transient, though in extreme cases, and in children, can be distressing; application of calamine may suffice but dousing with cooling water or immersion in a bath of cool water may be required. Stinging with alcoholic lotions is compounded on broken skin and unpleasant for those with eczema. They also necessitate careful use around sensitive areas such as the eyes and scrotum. A recent article in the *Drug and Therapeutics Bulletin* highlights the potential for CNS problems with lindane in children under ten, where the drug was accidentally swallowed, or used in large quantities. There have, however, been isolated cases of a single application of lindane over 24 hours producing seizures in an underweight infant and a three year old. In view of this malathion liquid or monosulfiram are preferable in children under ten.

Prevention

High standards of hygiene provide a method of prevention from scabies, lice and threadworm. Regular hair grooming may be of some benefit against further infestation with head lice but of questionable importance if the contact load is heavy and repeated at school.

Prevention of any of the infestations of the skin should not be attempted with the medications described as absorption through skin is increasingly a threat. In fact, malathion offers a six week protection from re-infestation with lice.

Counselling practice points

Several general points are applicable to all the common parasites described:

- 1 Attempt to achieve confidentiality — a stigma exists, however misguided; be sympathetic and reassuring.
- 2 Dispel any fears and misconceptions.
- 3 Itching with scabies, lice and threadworm is normally experienced at night or is worse at night.

Table: 2 Drugs available OTC for parasite infestation

Treatment	Comments	Precautions
Gamma benzene hexachloride (Lindane)	<ul style="list-style-type: none"> — For scabies not head lice — Relatively pleasant little stinging — Effective, convenient — Suitable for dry skin and in eczema — Single application 	<ul style="list-style-type: none"> — Avoid in early pregnancy, young children — Care around eyes
Benzyl benzoate	<ul style="list-style-type: none"> — For scabies not lice — Unpleasant smell — Less acceptable than lindane for children and dry, eczematous skin — Dilute to reduce irritation and for children 	<ul style="list-style-type: none"> — Burning/irritation care in children and around genitals — Repeated application risk of contact dermatitis
Malathion/Carbaryl	<ul style="list-style-type: none"> — For lice mainly — Malathion affords added protection against re-infestation — Malathion also for scabies and in children 	<ul style="list-style-type: none"> — Lotions may sting — not for scaly, dry, broken skin (use shampoo/cream) — Avoid contact with eyes — Malathion-once a week for maximum of three weeks
Monosulfiram	<ul style="list-style-type: none"> — For scabies in children — Dilute with 2-3 parts water prior to use 	<ul style="list-style-type: none"> — Avoid alcohol
Calamine/Crotamiton	<ul style="list-style-type: none"> — To soothe persisting itching of scabies and for bites of lice, ticks, fleas, bed-bugs 	
Piperazine	<ul style="list-style-type: none"> — For threadworm — Dosage forms to suit adults and children 	<ul style="list-style-type: none"> — GI disturbances, rashes — C/I epileptics, liver, renal problems
Thiabendazole	<ul style="list-style-type: none"> — Reserve for mixed worm infestation — GP supervision desirable 	<ul style="list-style-type: none"> — Drowsiness possible — Gut and dizziness problems
Others		
<i>Solvents</i> (eg nail varnish remover)	<ul style="list-style-type: none"> — Removal of ticks 	<ul style="list-style-type: none"> — Reaction to residual mouthparts
<i>Flea control aerosol/powder</i>	<ul style="list-style-type: none"> — Eradication of household fleas 	
<i>Mechanical means</i> (tweezers)	<ul style="list-style-type: none"> — Physical removal of ticks 	
<i>Insect repellents</i>	<ul style="list-style-type: none"> — Reduction of attacks 	<ul style="list-style-type: none"> — Unpleasant smell

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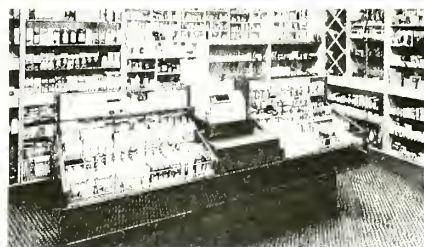
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BUSINESS NEWS

Government against low UBR

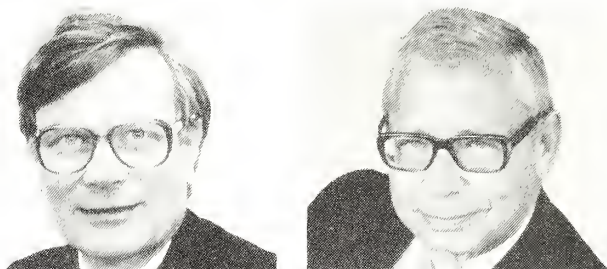
Small businesses can expect no further concessions on the new uniform business rate, warned Environment Minister the Earl of Caithness. He is leading the fight to push the Local Government Finance Bill through the Lords and has said the Government would not give a permanent concession to small firms.

This comes in response to a joint lobby by the National Federation of Self Employed and Small Businesses and the Forum for Private Businesses (see **Business News** last week). Backed by Lord Ross of Newport, Lord Taylor and Lord Graham, they are seeking to ensure businesses with a rateable value of less than £30,000 will pay 70 per cent of the standard business rate, and that any rate rises for small businesses under the new system will be limited to 10 per cent. They were still hopeful as they waited for the amendment in the Lords as C&D went to Press.

The Government is proposing all firms will pay the same rate in the pound for the new UBR, but says the new system would be combined with a revaluation. The NFSE argues that this revaluation is based on rents, which are currently disproportionately high for small firms.

The Government also argues that if small businesses pay the lower rate, other businesses would pay 14 per cent more to finance the concession, and that many small businesses might be discouraged from expanding if they face a huge increase in their rates bill. In response the NFSE argue that big businesses now pay only 5 per cent of pre-tax profits as rates, compared to small businesses who pay between 15 and 25 per cent. "We see our amendment redressing the current injustice.

"And as to threshold barriers — there are currently two rates of corporation tax for small and large businesses. A precedent has already been set."



Macarthy chairman Nick Ward (left) and Unichem chief executive Peter Dodd sheath their swords — for now . . .

Macarthy withdraw bid but plan new attack

The bid battle between Macarthy and Unichem ended as acrimoniously as it began last week. Macarthy, higher bid rejected, withdrew with plans to claim relief for loss of business resulting from Unichem's share scheme, under Article 85 of the Treaty of Rome, the European Community anti-competition rules.

Macarthy's renewed bid was £89m; an increase on their original £71.3m (see C&D, February 27 p397) and included £60m initially plus £20m deferred consideration. They added to this £9m via early payment of customer discounts. It was immediately rejected and Macarthy withdrew.

The Group's chairman Nicholas Ward said they were disappointed by the "intransigence" of the Unichem Board. "Notwithstanding the support for negotiations of over 25 per cent of Unichem members none of the Board agreed to meet us. It has prevented us from being able to satisfy the necessary pre-conditions to a revised offer — thus leaving us no choice but to withdraw," say Macarthy. "We will be issuing proceedings against Unichem for breach of, and conspiracy to breach, Article 85 of the Treaty of Rome."

"We have been advised this applied to trade in an EEC country between member States, for example, distribution of imports in the UK, says Mr Ward.

Bill Revell, pharmaceutical director of AAH whose complaint led to the current OFT

investigation, says they were aware that there were options open to them under the Treaty of Rome.

Mr Revell, who remains confident the OFT will rule the share scheme anti-competitive, said that after a recent meeting with the OFT they anticipated an announcement in a matter of weeks rather than months. A lot of it depended on how speedily people replied to their queries.

Mr Ward says they will be on the lookout for new opportunities in which to develop but says it is unlikely they will be approaching Unichem again.

Macarthy's move — after several months of haggling, led to much Press and City speculation at the weekend. Analyst Jenny Royale, from James Capel & Co, says they were not surprised at the withdrawal at this stage or the rejection — at one point Philips & Drew valued Unichem at £100m. She says other predators are likely to be wary until after an OFT decision.

Saturday's Lex Column in the *Financial Times* suggested that Macarthy's hasty withdrawal indicates they have other plans. If the OFT rules within the month, says the report, Macarthy could buy the co-op at a lower price. The only losers, it suggests, would be the co-op members.

Unichem's chief executive Peter Dodd welcomes Macarthy's withdrawal and describes their plan of attack under the Treaty of Rome as "ludicrous". He does not

anticipate another bid from anyone, including Macarthy.

The offer, says Mr Dodd, was rejected both because of the price and because the Board does not see benefits from merging wholesaling operations with Macarthy. The deferred consideration, while it was a matter for negotiation, he understands would have been subject to Unichem's turnover and partly made up of shares. He believes the merger would have led to loss of accounts and turnover, and also noted Macarthy's share price, which had fallen from 317p on the announcement of the proposals to 236p as C&D went to Press.

Unichem, along with other bodies, have yet to submit the information requested by the OFT. He anticipates this will take a couple of weeks, but says some of the questions asked required a certain amount of "digging out".

Award for Janssen

The 1988 "European Pharmaceutical Industry Research Award to reduce animal experiments" was presented to Janssen Pharmaceutical's Marcel Borgers, PhD, Lieve Vandelplassche and Liliane Verdonck in recognition of their "outstanding contribution towards the development of reliable tests which replace or reduce the use of animals in scientific research". They were chosen out of 26 entries by an international scientific jury.

The winning entry "Pathophysiology of cardiomyocytes" — records the team's investigations in the field of cardiovascular research using isolated heart cells free from their usual environment. This method enables the selected activity of 30 to 40 different compounds to be screened on cells isolated from one heart only, whereas previously the screening of each compound would have required the use of many animals, say Janssen.

The jury found that the method offers potential in other areas of investigation.



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Boots keep in with customers

Boots are setting up customer panels in 100 of their larger stores to improve communication with shoppers.

The panels of up to 10 customers will meet every three months to discuss with the store manager and a special convenor, various aspects of the Boots operation and what improvements are needed. Each of the 100 stores will have four panels reflecting the needs of different groups such as the elderly or mothers with young children. Their views will be forwarded to head office to influence national policy, while store managers will be able to implement some changes immediately.

A pilot trial last year in 25 stores was so successful that Boots decided to extend the scheme, said Jack Craig, director of customer service, on Tuesday. Many changes had already been made as a result of the trial, including provision of private counselling areas, mother and

baby rooms, additional service on main tills at lunchtime and more chairs for customers.

The scheme will cost "into five figures" every year but Mr Craig believed retailers should respond positively to customer demand not just on products but on all aspects of their operations.

"Customers today are discerning and well informed — it's alarming that there is a yawning chasm between the overall standard of service they expect and want, and the standard they receive," he said. Customer panels would offer the "friendly touch" to back up the benefits of shopping in a large store.

In a recent survey conducted by Boots among 500 shoppers, one third admitted they were frequently unhappy with retail service generally, yet did not complain. Nearly 90 per cent shopped elsewhere as a result. Complaints about unfriendly and inattentive staff were common; change of layout with no logical pattern, poor seating and slow service were other causes for concern.

Over half those interviewed considered Boots to be one of the top three retailers and the stores were praised for their "short queues", "good quality products" and "friendly staff".



Ever Ready at the finishing line, as Kayhasi surprises the punters storming home an 11-1 winner in the Ever Ready Derby. The winner was welcomed home by the company's brass band who entertained the crowd at Epsom last Wednesday

Royal Worcester on the rack

Royal Worcester Spode has been put up for sale by the London International Group. The company says it can no longer be considered a core business in view of the soaring demand for its Durex condoms, and gloves.

LIG bought Royal Worcester for £18m in 1984. An attempt to expand into the fine china market through a bid for Wedgwood was blocked by the Monopolies and Mergers Commission in 1986. Royal Worcester made a loss of £1.2m in the year to the end of March.

Analysts seem divided over how much the business is worth. Estimates vary from the net asset value of around £12m to £25m, with suggestions that LIG may be looking for something nearer the capital employed figure of £35m.

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Profits up at Amersham

Amersham International this week announced annual pre-tax profits up 14 per cent and a new deal which strengthens their position in biosensor technology.

Pre-tax profits rose to £25.3m on turnover up to £165m for the year ending March 31, with R&D investment increasing to £16.7m.

Amersham, whose UK sales account for about 12 per cent of their business saw the most marked improvement in Medical Products, says the company, where operating profit increased 38 per cent. This was due mostly to the Amerlite lab diagnostic system which includes 17 tests. Research Products, which saw 125 products launched, remained the company's prime profit earner.

But despite offsetting last years fall in Sterling and producing good results, the City speculates the company will not be able to deliver the same growth this year, and that it may not cope on its own.

Amersham have said they are buying the rights to proprietary biosensor technology from Thorn EMI, following them two company's joint research on clinical diagnostics.

Sunday Trading: calls to campaign

Campaigns for and against deregulation of Sunday trading laws are building up steam in preparation for a possible new attempt by the Government to change the law.

The Government, while it remains committed to deregulation, has not made any official announcement about a new Bill. It is thought they are not ready to risk another embarrassing defeat. But Home Office Minister Timothy Renton MP has encouraged large retailers to prepare the ground for a second attempt by changing public opinion in favour of deregulation. It is believed £5m will support a campaign to do that, backed by big stores, particularly DIY's, and headed by four of the Prime Minister's closest contacts. These are Sir Basil Feldman, former vice-chairman of the Conservative party; Stephen Sherbourne, ex-political advisor to Margaret Thatcher; Tim Bell, director of international advertising agents Lowe Howard-Spink, and Roger Boaden, formerly of Conservative Central Office and the man who co-

ordinated Mrs Thatcher's pre-election campaign.

The organisation opposed to deregulation, Keep Sunday Special, representing retailers, unions and churches, anticipate a Bill at the end of the year — and they believe if it is successful it will be a case of joining in or losing out. "The Government talk about the freedom to shop," says their spokesman Mike Starkey, "Most retailers want the freedom not to open on a Sunday."

KSS are currently arranging meetings around the country to co-ordinate opposition to a Government Bill. Organiser Peter Zimmerman says they had a good response at meetings in Leeds, Cambridge, Norwich and Southampton.

They are currently revising their consultative document, Rest Principles, endorsed by the NPA, and are working on an alternative Bill to present to Parliament. It keeps to what they believe are the sound principles of the 1950 Act but updates them to the needs of the 1980's.

"People tend to concentrate on the anomalies of the current

law," says their legal researcher Simon Jones. "But they are not actually the problem. There are anomalies in any law. Our aim is to update the 1950 Act." Details are not yet available, but they look to present four items for schedule five of the Act which will allow trading in the areas of emergency (eg dispensing); recreation (eg guide books on sale at tourist spots); travel (outlets at railway stations); and social (eg restaurants).

"But we will apply to these testing principles," says Mr Jones. "For example, could the item be bought the day before or the day after. Does the amount of staff needed to supply the service outweigh the demand for it, and does the service cause environmental destruction — for example a lot of noise."



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Chemists sales jump 10 per cent

The drugstore sector is growing rapidly and increasing sales at the expense of traditional retail chemists, according to the *Retail Business Quarterly Trade Review* out this month.

Sales turnover in chemists increased by 10 per cent to £1.46 billion last year and volume increased by 6 per cent.

This was ahead of the general trend, the whole retail sector in general showed an increased of less than 6 per cent while non-food specialists, of which chemists are a part, rose by 9 per cent in value.

Chemists sales have more than doubled in value since 1980, *Retail Business* says. In the third quarter of 1987, sales increased by 12 per cent but decreased in the last quarter to 11 per cent.

The number of prescriptions dispensed is still rising; there was an increase of 1 per cent in pharmacies and other suppliers in the UK compared with 1985. And in 1987 *Retail Business* predicts a 4.2 per cent change, the highest for over five years.

The cost of UK prescriptions continues to grow ahead of the inflation rate showing a rise of 8.3 per cent in 1986 at £2,030.5 billion. *Retail Business* estimates that the cost of prescriptions will be £2,255 billion in 1987 and that the average cost was £5.45, an increase of 34p on 1986.

Eagle eye...

Solving problems of obsolete and residual stock that cannot be sold through the normal channels is the speciality of Eagle Bros in London who have been buying up unwanted manufacturer's goods and selling them on for over 60 years. Recently the company has taken on a higher profile and started advertising its services.

Eagle Bros specialise in taking toiletries, household cleaning aids, perfumes and cosmetics off manufacturers' hands and selling them to "low profile traders" such as markets and bingo halls as well as exporting them.

Sales executive Stephen Richardson told *C&D* most of the trade is in toiletries; the company buys discontinued lines, own label over-runs, obsolete promotional goods and the like. "At the moment, for example a lot of people are trying to get rid of their CFC aerosol packs," says Mr Richardson. Eagle Bros can be contacted on 01-582 9400.



Wallis Laboratory of Luton were among the winners of the British Safety Council's Annual Safety Awards presented for above average safety performance for their particular industry. Receiving the prize on behalf of the company (right to left) were John Chambers, his wife and Paul Butler seen here with James Tye, director general of the British Safety Council. Mr Tye welcomed Wallis as one of 350 award winning companies to an evening at The Great Room in London, where Jeffrey Archer was the guest of honour and speaker. You are setting a fine example to the rest of British Industry, Mr Tye told the audience

Vetchem to look at promotion to consumers

Animal medicine suppliers association Vetchem have obtained one of the new Marketing Initiatives from the Department of Trade and Industry. They now hope to develop a new strategic approach to "ethical" animal medicine distribution through community pharmacies.

Vetchem's new marketing services development executive Neil Davis says the association is now well known in the pharmacy trade, with major companies now starting to sit down and sort out package deals for Vetchem distribution. He hopes the Department of Trade advisors will help in suggesting the best way to get the message across to consumers. A first meeting between Vetchem and the DTI was being held this week.

Mr Davis told *C&D* that up to 10 per cent of community pharmacies were now taking an active interest in animal medicines through the Vetchem network of seven suppliers. "What we now want to be saying to consumers is: 'Why don't you look for your Vetchem chemist for your horse and dog wormers'?"

Mr Davis said the DTI could help in suggesting the best approach, and Vetchem had purposefully held off doing anything themselves, when expert advice was available.

He was in no doubt that community pharmacists would be behind any increasing publicity effort. "Retail pharmacists are looking for a marketing lead from Vetchem," he said. "Sales now are only the tip of the iceberg."

1992: a guide to business

A 22 minute compilation video giving details of the main changes in the European Community trading rules between now and the end of 1992 has been produced for businesses by the Department of Trade and Industry.

Europe Open For Business highlights the need for firms throughout the country — small and large exporters and non-exporters — to begin preparing for the 1992 challenge. By looking forward with examples of business life as it will be in 1993, it demonstrates some of the changes in store. It also shows the

help available from DTI's hotline 01-200 1992.

1992 — What's That? shows how one company wakes up to the reality of the Single European Market — thanks to the chairman's son, and introduces DTI's Action Checklist. This is available via the DTI's hotline to all companies wishing to assess the Single Market.

The video, with both films on a VHS cassette, is available from CFL Vision, PO Box 35, Wetherby, Yorkshire Tel: 0937 844524. It can be hired for £9.99 or bought for £18.99.

Inventory management courses

A programme of two day courses on techniques in stock forecast and inventory management is being run by Datasolve Business Services.

The courses will cover subjects such as ordering policy, variation in demand, the design of inventory systems and adapting to special demand patterns. Delegates will also be able to create computer models using their own data.

The key speaker will be Mr John Murdoch, until recently director of management science studies at Cranfield Institute of Technology.

The fee for the course is £295 (ex VAT) and the venues are: Bristol University, June 28/29; Swansea University, October 4/5; Birmingham University, October 31-November 1; Leeds University, November 8/9; Glasgow University, March 21/22.

For further information contact: Margaret Fawcett, Datasolve Ltd, Wellington House, 61-73 Staines Road West, Sunbury-on-Thames, Middlesex TW16 7AL. Tel: 0932 785566.

A birdie in the Algarve

Unichem is advising members to book early for next year's golf trip to the Algarve in Portugal. The trip will take place from Sunday, April 16 to April 23 and members will stay at the Hotel de Lagos in the centre of Lagos.

Flights are available from regional departure points in Manchester and Glasgow as well as from London Gatwick, say Unichem. Deposits of £50 per person are required. For further information contact Bill Hart at Unichem House, Cox Lane, Chessington, Surrey. Tel: 01-391 2323.

Monday, June 13

Plymouth Branch, Royal Pharmaceutical Society, at the Board Room, Derriford Hospital, Plymouth at 8pm. Mr Bower speaks on veterinary medicine.

Thursday, June 16

Halifax Branch, Royal Pharmaceutical Society, car rally at the Halfway House, Savile Park, Halifax at 7.30pm.

Pharmaceutical imports up 13 pc

A clutch of figures which show a surge in inflation, faltering output and retail sale, but lower unemployment combined with soaring increases in incomes and borrowing, are producing a confused picture of the present state of the economy.

The latest pronouncement from the Bank of England concludes that while rapid growth continued to the end of 1987, signs are now gathering of a change to a "more sustainable rate of expansion". In previous assessments the bank has warned of unsustainable growth.

In the shorter term, the retail industry expects to have seen a pick up in sales during May, after a poor April and a downward trend first noticed early this year. These findings, from a CBI survey of the distributive trades, also reveal pharmacists were among the most positive about sales prospects.

Official estimates for April suggest High Street sales advanced only modestly, leading to a marked fall in the annual rate of growth. In March there was little volume growth over February, but the value of sales was 11 per cent higher than in

March 1987. For pharmacies, March saw sales value up 14 per cent on the year, but a drop of over 1 1/4 per cent on the month.

Increases in retail prices are now accelerating at their fastest since last November. With inflation at 3.9 per cent the housing sector is chiefly responsible, with higher rates and rents.

Retail prices of chemists goods were rising at their fastest for several months in April, with a 5 per cent annual rate of increase.

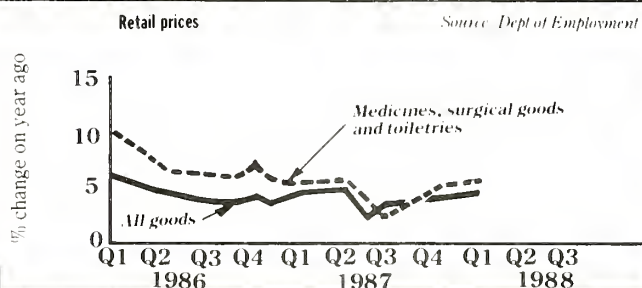
Inflationary pressure was highlighted with news of sharp increases in industry's raw material costs in April — up 1.1 per cent to a 2.8 per cent annual rate — and wholesale prices rising at the highest rate for over 12 months.

Wholesale prices for pharmaceuticals are now 6 per cent above the level of April 1987, and toiletry and perfume prices are up nearly 3 per cent. Meanwhile, raw material costs for British pharmaceutical and toiletry manufacturers are increasing at annual rates of 1.8 per cent and 3.9 per cent respectively.

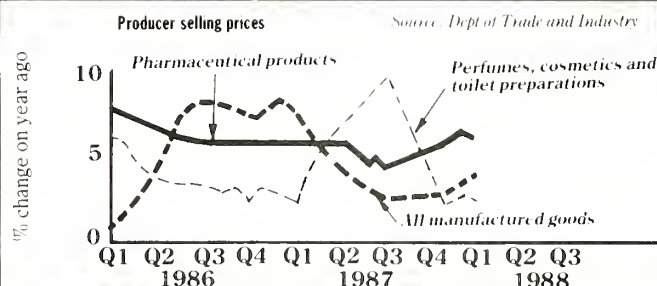
British manufacturers' total sales of pharmaceutical products last year were worth £4,283, compared with £3,880m in 1986. The value of UK pharmaceutical exports increased 5.6 per cent to £1,685m, while imports were 13.4 per cent higher in value than in 1986, at £856m.

Figures for perfumes, cosmetics and toilet preparations show a 6.4 per cent increase in value of British manufacturers' sales, to £1,381m. Exports improved by £43m to £413m, and the value of imports rose by 11 per cent on the year to £253m.

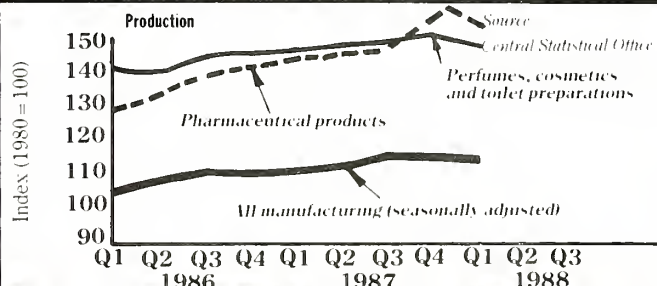
Chemists' goods price inflation edges up gain



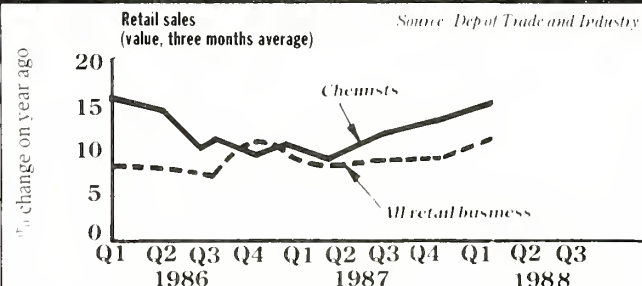
Pharmaceuticals wholesale prices ease



Output of perfumes, toiletries, slips back



Retail chemists' sales growth improves



BUSINESS STATISTICS

	Period	Latest	Previous	% change on year
Prices and Costs				
Retail prices (Jan 1987 = 100):				
all items	Apr	105.8	104.1	3.9
chemists goods	Apr	106.9	105.9	5.0
Producer prices (1980 = 100):				
manufacturing industry, excl food	Apr	154.2	153.5	4.8
chemical industry	Apr	144.9	144.6	5.6
pharmaceutical products	Apr	156.6	156.3	6.0
toilet preparations for men	Apr	191.5	191.5	7.6
other toilet preparations	Apr	148.5	148.4	2.9
surgical dressings	Apr	182.0	180.5	8.2
photographic materials and chemicals	Apr	152.5	152.1	4.5
Average earnings* (Jan 1980 = 100):				
distribution and repairs	Mar	206.60	198.9	11.4

Output & overseas trade

Manufacturers' sales* (£m):			
pharmaceutical products	Qtr 4	1173	1043
perfumes, cosmetics and toilet preparations	Qtr 4	381	373
Home sales* (£m):			
pharmaceutical products	Qtr 4	943	835
perfumes, cosmetics and toilet preparations	Qtr 4	325	347
Exports* (£m):			
pharmaceutical products	Qtr 4	464	422
perfumes, cosmetics and toilet preparations	Qtr 4	119	106
Imports* (£m):			
pharmaceutical products	Qtr 4	234	214
perfumes, cosmetics and toilet preparations	Qtr 4	63	80

Sales

Consumers' expenditure (£bn 1980 prices)			
Retail sales* (value 1980 = 100):	Qtr 1	44.1	43.9
all retail businesses	Mar	175	169
chemists	Mar	217	220

Business indicators

Average earnings index (1980 = 100)			
Capital expenditure (1980 prices):	Mar	213.1	207.0
distribution	Qtr 4	1150	1182
Stock changes (1980 prices) £m:			
wholesalers	Qtr 4	18	102
retailers	Qtr 4	16	298
Unemployment (UK per cent)	Mar	9.3	9.6

Sources: Central Statistical Office, Department of Employment, Department of Trade and Industry, HM Customs & Excise, OPCS. Figures seasonally adjusted except where marked*

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Ideally you will already have a knowledge of pharmacy products preferably gained either in directory or similar media. Alternatively you may be seeking to establish yourself in this field. Proof reading and/or compilation experience would also be an asset.

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Tony Scarff,
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62/64 East Barnet Road,
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Herts EN4 8RQ.

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For further information please contact Judith Smith, Principal Pharmacist, on 01-546 7711 Ext. 313.

Application form and job description available from the District Pharmaceutical Office, Old Beverley Ward, Kingston Hospital, Galsworthy Road, Kingston on Thames, Surrey KT2 7QB. Telephone: 01-546 7711 Ext. 291.

Closing date: 1st July 1988.

Interviews will take place in the week beginning 11th July, 1988.

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ABOUT PEOPLE

To Poland, with love

A Cirencester pharmacist recently helped obtain some urgently needed medicine to treat a pastor in Poland. Unfortunately the drugs could not save the priest, But the tale does have a happy ending.

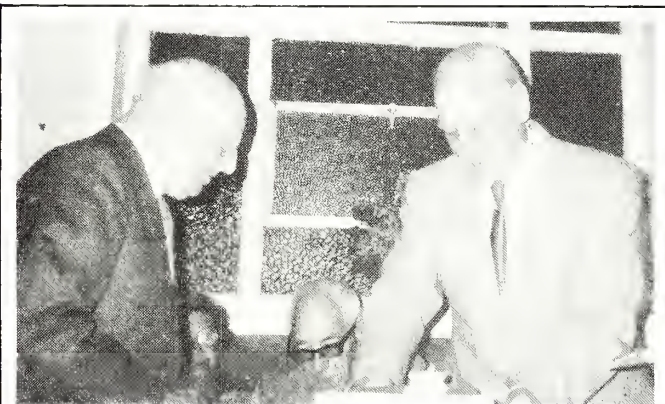
Pharmacist Jonathan Nicholls was asked by Brian Hart who runs the Christian Mission to Poland if he could get hold of some Sandoglobulin injection to send to Poland to treat a 28 year old pastor Wieslaw Jakoniuk who had lost both legs in a train accident.

Mr Hart spends all his time "scrounging" as he puts it, all sorts of things people in Poland need but just cannot get in their own country, distributing via the Church. He told *C&D* that Mr Nicholls' pharmacy had previously helped in tracking down medical supplies for Poland which is why he enlisted Mr Nicholls' help in obtaining the Sandoglobulin.

After a day on the telephone Mr Nicholls managed to buy some supplies of the drug. "But he was so embarrassed at the cost — £1,744 — that he wouldn't take a penny for his time and effort," Mr Hart said.

The Polish airline, Air Lot, flew the injections out to Poland free. Sadly, despite receiving the drugs the pastor died. Mr Hart explained that there is no social security system in Poland and his next worry was how the pastor's family would manage.

Mr Hart told *C&D*: "The lovely part of the story is that, after putting the word about to some contacts in the UK, not only did we raise enough to cover the cost of the drugs but the response was so marvellous. I've got another \$US5,000 which will help support pastor Jakoniuk's widow and two children for some years to come".



Pharmacist Alan Platt celebrated 50 years in business recently — with the help of 180 family friends and colleagues including local doctors, nurses and pharmacists. His local church, Worsley Road United Reformed in Swinton where the party was held, joined the occasion to mark nearly 60 years service by Mr Platt as organist and choirmaster. Mr Platt is pictured here (right) being presented with one of several gifts by friend Ernest Crompton. The whole crowd gave him a microwave; his local LPC marked the occasion by presenting him with The Times newspaper dated May 28, 1938 — the day he started business. Mr Platt still takes an active interest in the pharmacy where he started off, in Moorside Road, Swinton where the original fittings remain intact. His continued work, along with other community activities, won him the Salford Senior Citizen of the Year Award for 1988. One of his efforts has been an "excellent" local oxygen service, said an LPC representative. 1988 has also earned him a BOC presentation as the longest serving customer

DEATHS

Bond: In a tribute to the late Jack Osmond Bond, Mr Joseph Wright, former director of the NPA Group, writes:

"Jack Bond had a distinguished record of service to pharmacy, locally and nationally. After serving 11 years on the Somerset Pharmaceutical Committee, latterly as its chairman, he was elected to the NPU Executive Committee (now the NPA Board) in 1959. Subsequently, he served on the Central NHS (Chemist Contractors) Committee (now the PSNC) and on the management committee of the Society of Family Practitioner Committees and on related subcommittees.

But what is not widely known, particularly by more recent NPA members, is that it was Jack Bond's initiative that resulted in the setting up of NPU Holdings Ltd. As the then chairman of the NPU, Jack presided at an area meeting in London in May 1964. He put forward what he described as a personal view, taking up the theme of an earlier motion from Leeds NPU Branch, which he stressed had not been considered by the NPU Executive Committee. It was that NPU members generally should subscribe to a central purchasing fund that would obtain control of a firm or firms manufacturing and distributing pharmaceutical products. NPU Holdings Ltd was launched the following year to

finance the marketing operation and as it developed, NPU Marketing Ltd and then Independent Chemists Marketing Ltd, were formed. This undoubtedly had a stimulating effect on pharmacy wholesalers generally which greatly assisted NPA members to compete in difficult conditions.

The part played by Jack Bond in all this development merits special mention."

Mr Jim Downing represented the NPA at Mr Bond's memorial service in Devon last week. Mr John Wilford (Bexhill-on-Sea) represented the Board. Mr Wright was also present.

Turner: Mr Dennis George Turner export manager, Lewis Woolf, Giptight died recently, aged 64, at his Birmingham home. He joined the company in 1961 as assistant export manager before being appointed shipping manager in 1970 and then export manager in 1985.

The company's sales and marketing director, Mike Jackson, writes: "Dennis was extremely well respected by everyone in the trade and had a particularly high standard of ethics. He had 49 years in export and although he was due to retire this year his greatest wish was to complete his innings at 50 not out. He will be greatly missed."

APPOINTMENTS

Berk Generics: Dick Colquhoun is appointed general manager at this division of Rorer Pharmaceuticals.

Rorer Pharmaceuticals: Alan Sheppard has been promoted to general manager.

Cow & Gate: Neil Watkins has been appointed new product development manager.

Hoechst Pharmaceuticals: Dr Cameron MacDonald has been appointed head of drug development, based in Milton Keynes. He moves from his position as head of drug metabolism.

Crookes Healthcare John Edwards has been appointed national field sales

manager. Neil Murphy has been made southern field sales manager and Steve Ayling regional sales manager for South East England.

Wilkinson Sword: Mr Denzil Lee has been promoted to managing director of Wilkinson Sword shaving division. He was previously a director and general manager. In his new position Mr Lee has responsibility for all UK sales and marketing of the company's razor and sword products. Mr Lee says he is also responsible for exports, and the Wilkinson Sword affiliate company in Japan.



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UPJOHN LIMITED, Fleming Way, Crawley, West Sussex, RH10 2NJ.

Upjohn

Full prescribing information available on request.

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Seton take a fresh look at Wipes

Everyone appreciates a good idea. So when we first thought of a range of fresh wipes, we asked your customers their opinion. The response in favour of this unique concept exceeded even our expectations. And that means that our fresh idea is bound to clean up.

Seton have developed a range of four Sterets Health-wipes – antiseptic Steriwipe, germicidal Hand-wipes, natural Fresh-wipes and disinfectant Seat-wipes. All have unique cleansing properties, and each one is suitable for a specific medical, antiseptic or hygienic purpose.

They are all attractively packaged and presented in individual sachets for cleanliness, freshness and convenience with the support of a strong, compact point-of-sale dispenser.

With the endorsement of Seton Healthcare – a leading name in healthcare products for hospitals and the home – they're certain to move off your shelves fast.

It's a fresh sales opportunity, so make sure you have sufficient stocks.

Then you can clean up too.



 **Seton
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